

Historic, archived document

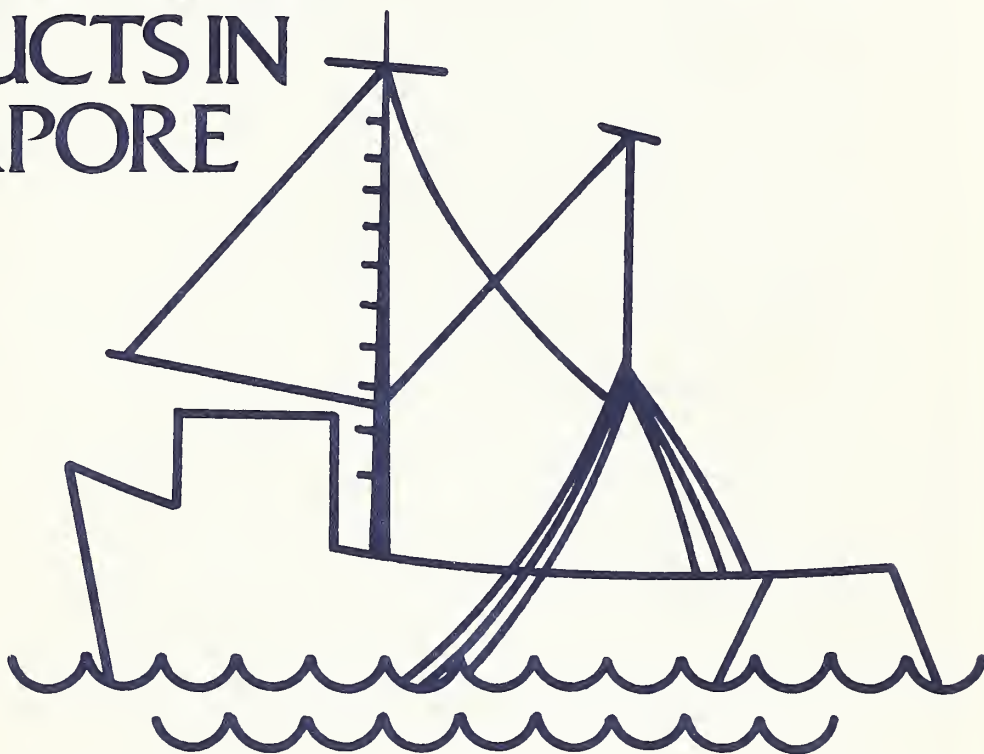
Do not assume content reflects current scientific knowledge, policies, or practices.

QAD1417
.US

FDD Field Report 31

May 1973

DEMAND FOR SELECTED VIETNAM FISH PRODUCTS IN SINGAPORE



U. S. DEPT. OF AGRICULTURE
NATIONAL AGRICULTURAL LIBRARY

AUG 10 1976

CATALOGING - PREP.

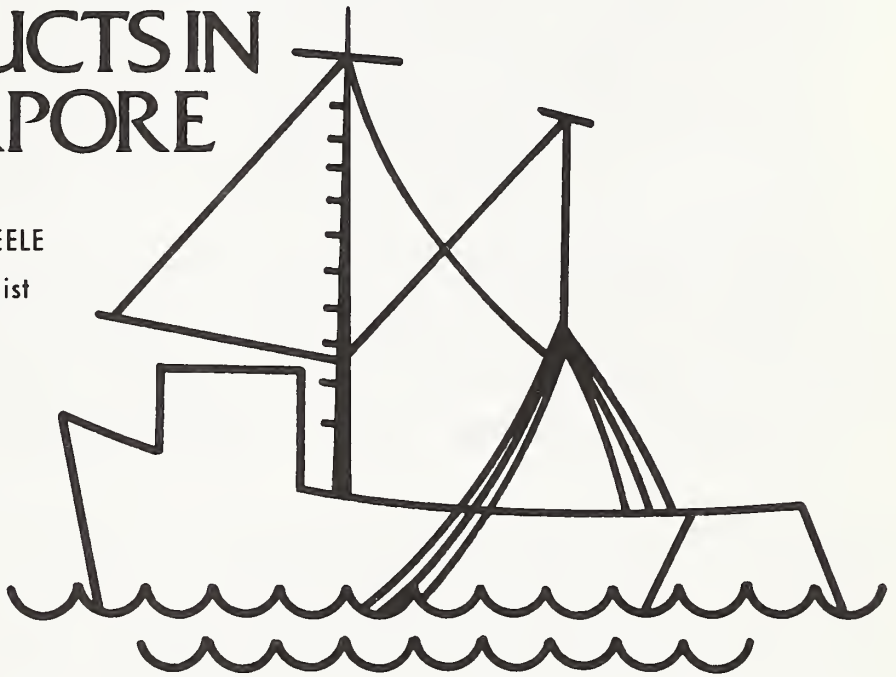
International Development Center • Economic Research Service
U.S. Department of Agriculture cooperating with U.S. Agency for International Development
and the Vietnam Ministry of Land Reform, Agriculture, Fishery, and Animal Husbandry Development

674367

DEMAND FOR SELECTED VIETNAM FISH PRODUCTS IN SINGAPORE

BY HOWARD L. STEELE

Agricultural Economist



PREFACE

This study was completed under a Participating Agency Service Agreement between the Economic Research Service, United States Department of Agriculture and the United States Agency for International Development, Vietnam Mission.^{1/} Dr. Ralph Holben, Private Enterprise Division, USAID/Vietnam, was the project manager; his help and counsel were greatly appreciated throughout the study. The author is also grateful for help provided by G. Edward Thompson, O. I. Hauge, Niels Beck, Harris Magnusson, and Jeanne Pham Ngoc Houng, of the Private Enterprise Division.

Mr. Tran Van Tri and Mr. Le Van Dang of the Republic of Vietnam's Directorate of Fisheries and Mr. Le Dung Dan of the Export Development Center also were most helpful to the ERS team; their assistance was greatly appreciated. A number of organizations in Singapore provided information and assistance without which the study could not have been completed. A special word of thanks goes to Mr. John C. Bennett, Managing Director, FERRO-Probe, to Mrs. Elizabeth Foo Yap Pin, Research Director for the study, and to the FERRO-Probe staff which operated so effectively under their direction. Mr. Dick Morford, Economics Office, American Embassy, Singapore, was also very helpful to the ERS team on a number of occasions.

Dr. Cheng Tong Fatt, Director, Primary Production Department, Republic of Singapore, and Mr. Tan Woon Kiat, Assistant Director, were most helpful in supplying secondary fishery data to our team. A word of thanks is due them as well as to Mr. Sim Kee Boon, Chairman, INTRACO, Ltd., and to members of the Singapore Fish Merchants General Association who provided needed information through personal interviews. Thanks also go to Mr. B. A. Johnson, Cold Storage Group of Companies, and Mr. P. Proctor, Malayan Refrigerating Company, for their help on a number of occasions.

No research study is completed without the counsel and help of many colleagues. This work is no exception, so a special word of gratitude to S. Blair Hutchison, William S. Hoofnagle, William A. Faught, Edmund H. Farstad, W. J. C. Logan, Robert D. Niehaus, James R. Sayre, Keith Brouillard, and David P. Winkelmann. The typing of many drafts and the final manuscript were handled by Judy Glass, with excellent assists from S. Jean Barnes, and Yvette A. Jones. Correspondence and office management were ably handled in Singapore by Doris Lim. Data analysis was completed effectively in Washington by Lula W. White and Frances A. Burke. All of these people deserve our heartfelt thanks.

^{1/} The work was completed under USAID PIO/T Number 730-170-2(21)20031.

	<u>Page</u>
HIGHLIGHTS ON DEMAND FOR SELECTED VIETNAM FISH PRODUCTS IN SINGAPORE.....	viii
SECTION I	
INTRODUCTION.....	1
DATA SOURCES.....	1
PROCEDURE.....	1
THE SINGAPORE MARKET SETTING.....	2
GROWTH IN SPECIFIC FISHERIES CATEGORIES.....	3
SECTION II	
DEMAND FACTORS FOR SELECTED FISH SPECIES OF INTEREST TO VIETNAM.....	7
SHRIMP AND PRAWN.....	8
Seasonality of Supply.....	8
Price Relationships.....	10
Seasonality of Price.....	11
Major Shrimp and Prawn Importers-Exporters.....	12
Origins and Destinations of Shrimp and Prawn.....	13
THREADFIN.....	14
SNAPPER.....	15
MACKEREL.....	17
LOBSTERS AND CRAYFISH.....	19
Jurong Port.....	20
Deep Water Ports.....	20
Exports of Lobsters and Crayfish.....	22
SQUID.....	23
CUTTLEFISH.....	26
SHARK FINS AND MEAT.....	28
ABALONE, EEL, AND SEA CUCUMBER.....	30
FISH SAUCE (NUOC MAM).....	33
SECTION III	
OVERVIEW OF THE GENERAL BUSINESS AND GOVERNMENTAL CLIMATE IN SINGAPORE..	34
IMPORT REGULATIONS.....	34
Payment for Imports.....	35
Customs Procedure.....	35
RE-EXPORTS.....	35
INTERVIEWS WITH SINGAPORE FISH PRODUCTS IMPORTERS-EXPORTERS.....	36
Processed Shrimp and Prawn for Re-export or Transshipment.....	39
Threadfin, Snapper, and Mackerel.....	41
Lobster and Crayfish.....	45
Squid and Cuttlefish.....	45
Shark Fins and Meat.....	46
Abalone, Eel, and Sea Cucumber.....	47
SUMMARY OF BUSINESS CLIMATE.....	50

SECTION IV

SUMMARY AND EVALUATION.....	51
APPENDIX A.--RESEARCH METHODOLOGY.....	53
APPENDIX B.--SELECTED SINGAPORE FISH DEMAND RELATIONSHIPS.....	54
APPENDIX C.--IMPORT AND EXPORT STATISTICS FOR SINGAPORE FISH AND FISH PRODUCTS, BY STANDARD INTERNATIONAL TRADE CODE DESIGNATIONS, 1967-1971, AND INDIVIDUAL SPECIES STATISTICS OBTAINED FROM THE REPUBLIC OF SINGAPORE, DEPARTMENT OF PRIMARY PRODUCTION.....	56
APPENDIX D.--EXCERPTS FROM "BUSINESS GUIDE TO SINGAPORE," PREPARED BY THE CHARTERED BANK, REPUBLIC OF SINGAPORE, SEPTEMBER 1, 1971.....	109

FIGURES

1. Volume and value of fresh, chilled, or frozen marine fish, excluding tuna, imported into Singapore, 1967-1971.....	3
2. Volume and value of fresh, chilled, or frozen crabs, lobsters, and shrimp imported into Singapore, 1967-1971.....	4
3. Indices of monthly deliveries and prices of shrimp and prawn, Singapore, 1971.....	9
4. Indices of monthly deliveries and prices of threadfin, Singapore, 1971.....	16
5. Indices of monthly deliveries and prices of snapper, Singapore, 1971.....	17
6. Indices of monthly deliveries and prices of mackerel, Singapore, 1971.....	19
7. Indices of monthly deliveries and prices of lobsters and crayfish, Jurong Port Fish Market, Singapore, 1971.....	21
8. Indices of monthly deliveries and prices of squid, Singapore, 1971.....	24
9. Indices of monthly deliveries and prices of cuttlefish, Singapore, 1971.....	26
10. Indices of monthly deliveries and prices for shark fins and meat, Singapore, 1971.....	31

TABLES

	<u>Page</u>
1. Major fishery products exported from Singapore, 1967 to 1971.....	5
2. Percentage of total yearly deliveries of shrimp and prawn to the Singapore market, by months, 1971.....	10
3. Selected price quotations for shrimp and prawn, demonstrating range in the Singapore market, 1971.....	11
4. Average monthly prices for shrimp and prawn delivered to Singapore, 1971.....	12
5. Major Singapore firms importing and exporting shrimp and prawn in processed form, 1971.....	13
6. Countries of origin of processed shrimp and prawn imported into Singapore, 1971.....	13
7. Countries of destination of processed shrimp and prawn exported from Singapore, 1971.....	14
8. Volume and percentage of total imports of threadfin, by months, Singapore, 1971.....	14
9. Volume, percentage of total imports and average monthly prices, imports of snapper, by months, Singapore, 1971.....	16
10. Volume, percentage of total imports and average monthly prices, imports of mackerel, by months, Singapore, 1971.....	18
11. Volume and origin of processed lobsters and crayfish imported into Singapore, 1971.....	22
12. Countries of destination of processed lobsters and crayfish exported from Singapore, 1971.....	22
13. Major Singapore firms importing and exporting lobsters and crayfish in processed form, 1971.....	23
14. Volume, percentage of total imports and average monthly prices, imports of Squid, by months, Singapore, 1971.....	25
15. Major Singapore firms importing and exporting squid in processed form, 1971.....	25
16. Volume, percentage of total imports and average monthly prices, imports of cuttlefish, by months, Singapore, 1971.....	27

17.	Major countries of origin and destination, processed imports and exports of cuttlefish, Singapore, 1971.....	27
18.	Major Singapore firms importing and exporting cuttlefish in processed form, 1971.....	28
19.	Major countries of origin and destination, processed imports and exports of shark fins, Singapore, 1971.....	29
20.	Major Singapore firms importing and exporting shark fins in processed form, 1971.....	30
21.	Major Singapore firms importing and exporting sea cucumber, 1971.....	32
22.	Aggregate value, tonnage and average unit prices of selected fish species imports, Singapore, 1971.....	52

APPENDIX TABLES

1.	Import and export statistics for marine fish, fresh, chilled, or frozen, Singapore, 1967-1971.....	57
2.	Import and export statistics for fresh water fish, fresh, chilled, or frozen, Singapore, 1967-1971.....	58
3..	Import and export statistics for fish, boiled or steamed, Singapore, 1967-1971.....	59
4.	Import and export statistics for tuna, fresh, chilled, or frozen, Singapore, 1967-1971.....	60
5.	Import and export statistics for fish maws, Singapore, 1967-1971.....	61
6.	Import and export statistics for shark fins, salted or dried, not further prepared, Singapore, 1967-1971.....	62
7.	Import and export statistics for marine fish, salted, dried, Singapore, 1967-1971.....	63
8.	Import and export statistics for fresh water fish, salted or dried, Singapore, 1967-1971	64
9.	Import and export statistics for salmon, smoked, Singapore, 1967-1971.....	65
10.	Import and export statistics for fish, smoked, except salmon, Singapore, 1967-1971.....	66

11.	Import and export statistics for crabs, lobsters, prawns, etc., fresh, chilled, or frozen, Singapore, 1967-1971.....	67
12.	Import and export statistics for crabs, lobsters, prawns, etc., salted, dried, or boiled, Singapore, 1967-1971.....	68
13.	Import and export statistics for oysters, fresh, Singapore, 1967-1971.....	69
14.	Import and export statistics for other mollusks, fresh, chilled, or frozen, Singapore, 1967-1971.....	70
15.	Import and export statistics for mollusks, salted, dried, or boiled, Singapore, 1967-1971.....	71
16.	Import and export statistics for beche de mer, Singapore, 1967-1971..	72
17.	Import and export statistics for sardines, canned, Singapore, 1967-1971.....	73
18.	Import and export statistics for herrings and bristlings, canned, Singapore, 1967-1971.....	74
19.	Import and export statistics for pilchards, canned, Singapore, 1967-1971.....	75
20.	Import and export statistics for salmon, canned, Singapore, 1967-1971.....	76
21.	Import and export statistics for fish paste, excluding belachan, Singapore, 1967-1971.....	77
22.	Import and export statistics for shark fins, prepared, Singapore, 1967-1971.....	78
23.	Import and export statistics for tuna, canned, Singapore, 1967-1971..	79
24.	Import and export statistics for fish preps, not canned, Singapore, 1967-1971.....	80
25.	Import and export statistics for fish and fish preps, canned, Singapore, 1967-1971.....	81
26.	Import and export statistics for abalone, canned, Singapore, 1967-1971.....	82
27.	Import and export statistics for crustacea and mollusks, canned, Singapore, 1967-1971.....	83

28.	Import and export statistics for preparations of crustacea and mollusks, not canned, Singapore, 1967-1971.....	84
29.	Import and export statistics for prawn dust, Singapore, 1967-1971....	85
30.	Import and export statistics for oils of fish and marine mammals, Singapore, 1967-1971.....	86
31.	Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971.....	87
32.	Selected processed fish exports, by months and firms, Singapore, 1971.....	94
33.	Sources of selected processed fish imports, Singapore, 1971.....	98
34.	Destinations of selected processed fish exports, Singapore, 1971.....	101
35.	Value of selected unprocessed fish imports at Jurong fish market, by months, Singapore, 1971.....	104
36.	Volume and value of unprocessed red snapper imports, Jurong fish market, Singapore, 1971.....	105
37.	Value of imports of fish products received at Singapore port locations other than Jurong, by months, 1971.....	106
38.	Value of selected processed fish exports, by months, Singapore, 1971..	107
39.	Singapore Fish Merchants General Association.....	108

APPENDIX FIGURES

1.	Relationship between gross domestic expenditure and net fish imports per capita, Singapore, 1967-1971.....	55 (a)
2.	Relationship between gross domestic expenditure and net processed fish imports per capita, Singapore, 1967-1971.....	55 (a)
3.	Relationship between gross domestic expenditure and fresh fish imports per capita, Singapore, 1967-1971.....	55 (b)

HIGHLIGHTS ON DEMAND FOR SELECTED VIETNAM FISH PRODUCTS IN SINGAPORE

The domestic demand for fish products in Singapore is increasing. The city-state population of 2.1 million, predominately of Chinese origin, is growing at 1.7 percent per year. Per capita income, \$970.68 in 1970, is growing at a deflated rate of 9 percent per year. The market for fish products, on a net food supply basis, was approximately 42,000 metric tons in 1971.

However, on a product weight basis, the Port of Singapore imported 100,904 metric tons of fish, crustacea, mollusks, and other fish products in 1971. Total imports of various fish products exceeded \$26 million in 1971, while total exports were valued at more than \$10 million.

These statistics understate the importance of the market by the volume and value of transshipments clearing the free port of Singapore not recorded in published government documents. Estimates of these quantities and values were obtained for some species through personal interviews with traders. Thus the market for fish products in Singapore has a dual nature: (1) to satisfy increasing domestic consumption needs and (2) to supply processing firms and/or re-exporters who respond to market demands in third countries, principally in Europe, the Americas, and Japan.

The Vietnam fishery industry's best alternative for earning foreign exchange in the Singapore market is tied to supplying processed or semi-processed products that meet quality and pack standards for specialized domestic needs or re-export. Prices are highest for processed products and they can stand the freight from Vietnam (between \$80 and \$120 per metric ton in refrigerated storage on coastal vessels). Thorough cost-return analyses for particular species or products must be completed, however, and only those products which have a high probability of yielding positive net returns should be selected for merchandising efforts in international trade.

The shrimp and prawn market is very strong in Singapore. The quantity imported exceeded 9,400 metric tons in 1971; of this, about 2,900 arrived in some processed form, generally frozen and packaged. At least 1,000 metric tons were exported to third countries in processed form. Average unit price for all shrimp and prawn from declared imports was about \$900 per metric ton. This is a reflection of the large percentage of fresh chilled products arriving at the Jurong fish market in small local boats. Prices for processed products ranged from the average stated above to as much as \$4,440 per metric ton. September through December is the best time to deliver shrimp and prawn to Singapore; local deliveries from Malaysian and Indonesian waters are off because of monsoon rains, and prices are 20 to 40 percentage points above their average for the year.

Mackerel, snapper, and threadfin represent the most active market for fish species of interest to the Vietnam industry in Singapore. Imports of the three combined were more than 9,600 metric tons in 1971, representing a total value of \$4,844,000. Threadfin is a delicacy in the Singapore diet and is in short supply from May to August. Price per metric ton averaged \$1,235 for the year, but reached a seasonal high of \$1,674 in July. Supplying snapper and

mackerel block frozen fillets seems to be a viable possibility for Vietnam. Sample shipments and direct negotiations should be investigated by Vietnam's industry.

Processed lobster and crayfish, particularly frozen lobster tails for the restaurant trade in Singapore or re-export to Europe and American markets, seem to hold potential for Vietnam. Prices are very favorable; as much as \$11,000 per metric ton for a frozen, precooked, peeled product meeting very detailed quality specifications for the European market. Average price for processed imports was \$5,421 per metric ton. However, the market is limited and only represents a total volume of less than 240 metric tons per year.

Shark fins, a local delicacy, is an interesting specialty demand item in Singapore. The processed product commands a high price, as much as \$7,900 per metric ton, but is a joint product representing a small part of the total fish. Consequently, in order to supply the fin market, large quantities of meat and other byproducts, useful primarily for animal feed and fertilizer, have to be disposed of at very low returns near the supply area. The total market for processed fins is probably less than 50 metric tons per year.

Squid and cuttlefish also are much in demand; some 3,886 metric tons were imported during 1971, representing a total value of \$1,506,000, but average price was only \$388 per metric ton. This is a reflection of the large part of total imports arriving fresh in local fishing boats. Again, the processed product, dried or frozen, commands a premium price. Canneries are preparing a high quality product for the European market and are looking for sources of supply of fresh frozen squid and cuttlefish to can. The total market for imported squid and cuttlefish in some processed form is about 360 metric tons per year (plus any transshipments through the free port); contract prices ranged from the average quoted above to as high as \$5,655 per metric ton. Good quality dried squid from Korea was sold for \$1,364 per metric ton.

A very limited, although high price, market exists in Singapore for several specialty marine products such as abalone, sea cucumber, and fresh water eel. These represent special order items, low volume, requiring preparation to detailed processing and packing specifications, but may be potentially profitable items for particular companies. They, like grouper, pomfret, lizard fish, skipjack, and sea horse only represent latent potential for the Vietnam fisheries industry. Actual potential can only be determined following complete analyses of the supplies available for harvesting in Vietnamese waters and the cost of harvesting and processing in relation to firm price offers and shipping costs to the market.

The Singapore market is well organized. The business climate is excellent and traders have well developed contacts and markets in other countries. They are anxious to reestablish contacts with Vietnam exporters if the business and trade climate is favorable. Trial shipments, negotiations, associate company contracts, and even joint capital ventures seem feasible. The Singapore market should be carefully explored by Vietnam development leaders and fisheries industry firms which have supplies of quality products available for export.



SECTION I

INTRODUCTION

The Republic of Singapore, an island republic lying at the tip of the Malay Peninsula, is 225 square miles in area and had a population of approximately 2.1 million in 1971. It has long been a center of trade and industry and stands as one of the world's most important sea and air ports. It links the people and produce of the Indian Ocean with those of the South China Sea and the Pacific Ocean beyond. Recent government statistics indicate that the Republic's population is growing 1.7 percent per year.

The demand for food, including fish products, is of a compound nature: (1) that created by the domestic economy, with its growing population and increasing per capita income,^{1/} and (2) that resulting from Singapore's role as a major import-export center in world trade. The latter is particularly significant for fish products since fishing fleets from Indonesia, Malaysia, and other points in the South China Sea and Indian Ocean regularly call at the Port of Singapore. Cold storage, grading and processing facilities, and the necessary commercial infrastructure are readily available; re-export trade to all parts of the world is an important part of Singapore's economy.

DATA SOURCES

The data obtained for this report were from a number of sources. Aggregated statistics for years prior to 1971 were obtained from secondary sources; primarily from published information provided by the Singapore Department of Statistics. Detailed data for 1971, and for selected fish species for specific years, were obtained from the Singapore Primary Production Department, Division of Fisheries. Personal interviews were conducted between July 25 and August 25, 1972, with a number of traders, importers, exporters, shipping companies, etc., and constitute the sources of other data included in the report indicated. The study was sponsored by the United States Agency for International Development, Vietnam Mission, Private Enterprise Division.

PROCEDURE

The report is divided into four sections. Section I includes an analysis of aggregate statistics underlying the basic market demand for fish products in Singapore. Additional demographic and economic data are included where appropriate.

^{1/} The average rate of growth in Singapore's Gross Domestic Product during the decade of the 1960's was 7.8 percent per year. Per capita GDP was estimated at Singapore \$2,682 in 1970, the equivalent of U.S. \$970.68. The official Singapore dollar per U.S. dollar exchange rate on August 1, 1972, was 2.763 to 1.00; however, for ease in computation, 2.80 to 1.00 was used in this study. The actual growth in GDP between 1961 and 1970 was at a deflated rate of S \$120.67 per capita, 9 percent per year.

Section II includes a detailed analysis of the demand, prices, and other market factors of importance for the specific fish species of particular interest to the Vietnam industry. Volumes of imports and exports by origins and destinations, major trading firms, trends, prices for specific products, and the general terms of trade are analyzed.

The data in Section III relate to qualitative variables of importance for specific fish species and their products. It includes information about special product specifications demanded, unique terms of trade, finance, and other data of special interest as obtained in personal interviews.

The last section summarizes and evaluates the research findings. It also critiques the methodology used, and suggests improvements applicable to future studies of a similar nature.

THE SINGAPORE MARKET SETTING

The Food and Agriculture Organization of the United Nations (FAO) estimated that per capita consumption of fish in Singapore, on a net food supply basis, averaged 56 grams per day in 1969.^{1/} Expanding this datum by the population, the estimated domestic consumption of fish and fish products alone, on a product weight basis, in Singapore that year amounted to some 100,904 metric tons (M.T.).^{2/} A projection to 1980 using the rate of growth in net imports between 1967 and 1971 results in a demand estimate of 201,707 metric tons of fish and fish products in that year. This is based on a compound growth rate of 8 percent. Population increases account for approximately 1.3 percent of this rate, and income growth and transshipment for re-export growth and their effects on demand for fisheries products the balance.^{3/} Approximately 70 percent of the 100,904 metric tons of product imported in 1971 arrived in fresh, chilled, or frozen form. The remaining 30 percent arrived in some processed form, i.e., canned, salted, preserved, etc.

Conversely, of the 15,517 M.T. of fish, crustacea, mollusks, and other fish products exported in 1971, 74 percent was in some processed form. While it is difficult to compare weights and volumes of dissimilar products since they are not additive, the data above indicate that Singapore is an important market for large quantities of fish products. Total imports of the various fish products represented a value of more than U.S. \$26 million in 1971.^{4/} The value of total fishery products exported from Singapore in 1971 exceeded \$10 million.

^{1/} Production Yearbook, Volume 24, 1970, Food and Agriculture Organization, United Nations, Rome, Table 135.

^{2/} Metric tons = 1,000 kilograms or 2,200 American pounds.

^{3/} Elasticity of demand coefficients, based on regression analyses, were computed for selected fish products and are presented in Appendix 1.

^{4/} All monetary data designated \$ will be U.S. dollars in the remainder of the text unless specified to the contrary.

GROWTH IN SPECIFIC FISHERIES CATEGORIES

Data in Figures 1 and 2 below show the 5-year trend in import volumes and values for fresh, chilled, or frozen marine fish (excluding tuna) and fresh, chilled, or frozen crabs, lobsters, and shrimp. Both categories show a strong upward trend. The aggregate data shown here are further refined and reported for specific species of interest in the second section of the report. However, all but four of the 16 species of fish or mollusks of particular interest to the Vietnam industry are in the two groups depicted in Figures 1 and 2.

The 17 percent increase in import volume and the 25 percent increase in value of imports shown in Figure 1 is indicative of the growing demand for marine fish in the Singapore diet as well as in diets in other nations in the region. The data are even more dramatic for crabs, lobsters, and shrimp as shown in Figure 2. Volume imported into Singapore more than doubled during the 5-year period, while the value of the imports has increased more than two and one-half times. Both figures are indicative of very strong local and world demand for these marine foods.

Figure 1. Volume and Value of Fresh, Chilled, or Frozen MARINE FISH (EXCLUDING TUNA) Imported into Singapore, 1967-71.

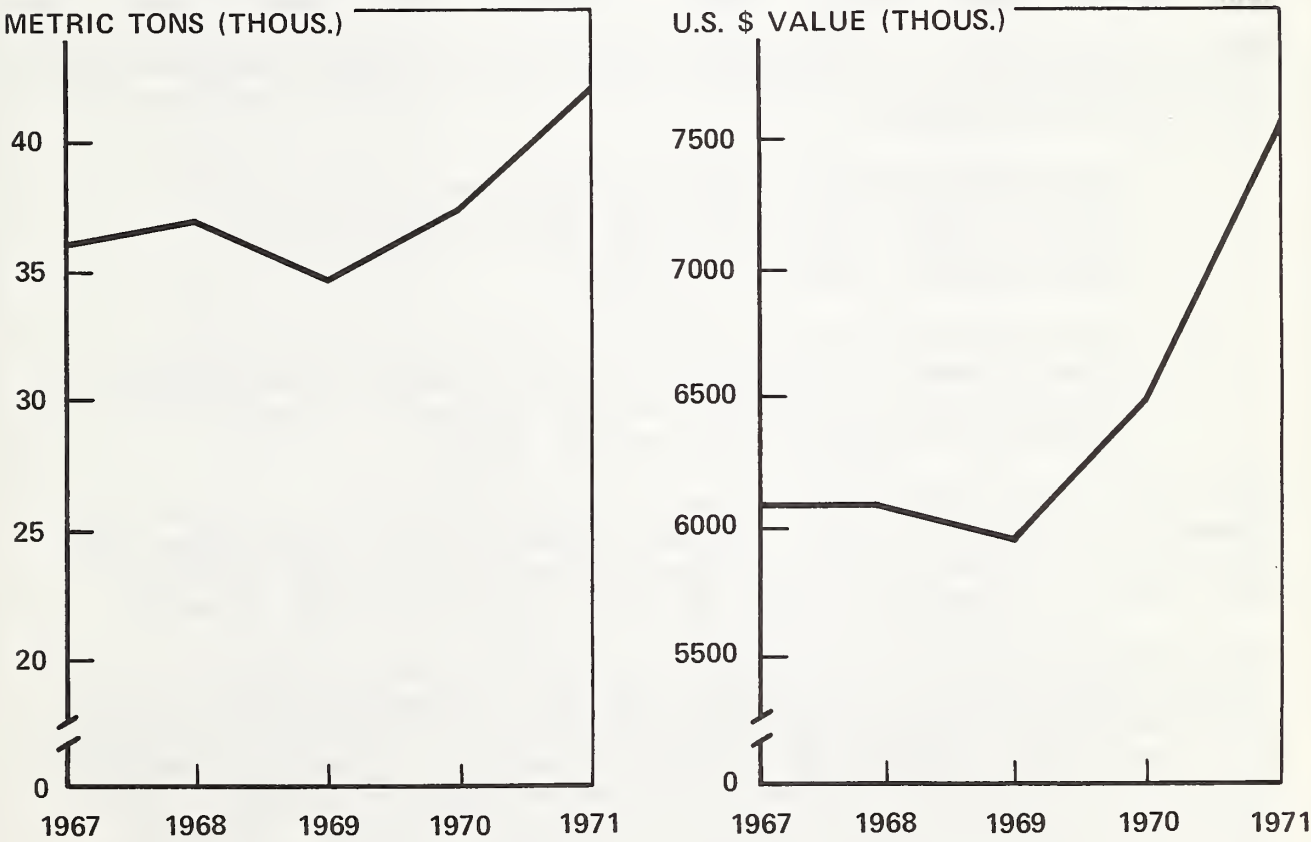
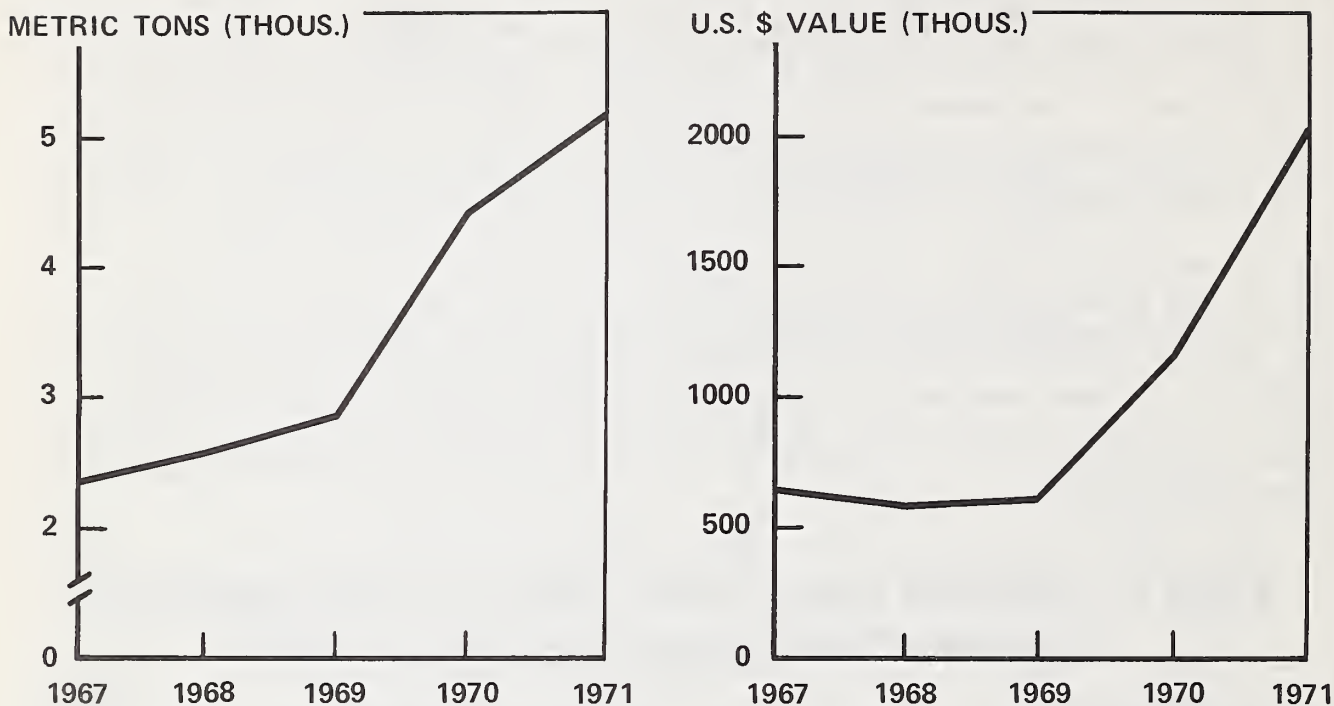


Figure 2. Volume and Value of Fresh, Chilled, or Frozen CRABS, LOBSTERS, AND SHRIMP Imported into Singapore, 1967-71.



Although Singapore is a net importer of fish products (imports exceeded exports by \$16 million in 1971), the processing and re-export trade is of interest to Vietnam in two respects:

1. Supplying Singapore's fish processing firms with raw products may be a viable alternative in addition to supplying the domestic market, since the former buys in excess of \$10 million worth of products per year.
2. It may be profitable for Vietnam's growing processing industry to serve some of the markets now receiving exports from Singapore. This is a viable alternative only if Vietnam has a comparative advantage over Singapore for specific items.

The six major fish exports from Singapore are shown in Table 1 in order of descending importance in 1971. Comparative data are also presented for 1967 through 1970. If categories 1 and 6 are combined, the exports of various crab, lobster, and shrimp products is by far the most important category.

Additional information is available for 30 different categories of fish products imported to or exported from Singapore in Appendix Tables 1 to 30. The 30 fisheries category designations are those of the Standard International Trade Code (SITC). Information for 1967 through 1971 includes total volume of imports for the year and the top 15 countries of origin by volumes. Also included is the total value of imports by year, and the top 15 countries' individual shares. Average unit values are computed for each of the above.

Table 1.--Major fishery products exported from Singapore, 1967 to 1971

Product	Volume					Value				
	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971
	-----Metric tons-----					-----Million U.S. dollars-----				
1. Crabs, lobsters, shrimp-- fresh, chilled, or frozen.....	435	456	376	809	1,144	.97	1.05	.94	1.68	2.89
2. Marine fish--salted or dried..	3,171	3,174	3,735	3,782	4,069	1.09	1.16	1.35	1.55	1.66
3. Canned abalone.....	249	279	225	346	429	.46	.47	.37	.71	1.00
4. Canned fish and fish preparations.....	1,383	1,319	1,588	1,756	2,201	.55	.53	.64	.68	.89
5. Crustacea and mollusk preparations, not canned.....	217	764	643	625	756	.21	.58	.55	.65	.85
6. Crabs, lobsters, shrimp-- dried or boiled.....	553	416	614	627	777	.40	.29	.52	.69	.78

A similar treatment is given for exports. Total volume, value, and unit value for each year is shown. These data are supplemented by similar data for each of the top 15 countries of destination.

SECTION II

DEMAND FACTORS FOR SELECTED FISH SPECIES OF INTEREST TO VIETNAM

Discussions were held between the author, knowledgeable Vietnamese fisheries specialists, and their USAID counterparts in Saigon about the availability of selected marine species in Vietnam waters. The list selected and presented below is not meant to be all inclusive. However, it represents, in the absence of a complete oceanographic survey of Vietnam's coastal waters, best estimates of fish species in general current supply.^{1/} Further, a general belief was held that sufficient quantities of the species could be harvested, using modern fisheries management techniques, to make exportation for foreign exchange a viable alternative.

The list includes the following species:

1. Marine fish
 - a. Threadfin
 - b. Red snapper, bigeye snapper, and Nagasaki snapper
 - c. Spanish mackerel, frigate mackerel, other mackerel
 - d. Pompano
 - e. Grouper
 - f. Lizard fish
 - g. Skipjack
2. Shrimp and prawn
3. Spiny (rock) and springtail (bulldozer or shovelhead) lobsters
4. Cuttlefish
5. Squid
6. Fresh water eel
7. Fish sauce (nuoc mam)
8. Shark fins and meat
9. Abalone
10. Sea cucumber (beshe de mer)

Complete import-export data for these species were obtained for the calendar year 1971 from the Singapore Primary Production Department. The following analysis is based on inspection of individual inward-outward declaration forms filed with the Fisheries Division of the Department. The data have been

^{1/} We encourage the Government of the Republic of Vietnam to complete a thorough study of the supply of harvestable fish species in its coastal waters as soon as possible. The FAO/UN study completed beyond the 20-mile limit must be supplemented with similar offshore data before export marketing programs for fisheries products are planned.

checked for internal consistency and were found valid.^{1/} Thus, the tabular data and textual interpretations presented below are judged to be true indicators of the Singapore fisheries demand and market trading universe for 1971.

SHRIMP AND PRAWN

The most active market for fish products in Singapore currently is that for shrimp and prawn. This is a reflection of both an increase in the domestic demand and a very strong upward trend in total world demand. The former is reflected in the data presented in Figure 2 and discussed earlier in the text.

The inward and outward declarations for Singapore in 1971 show 7,029 M.T. of shrimp imported into the market (see Appendix Table 31). Of these, 498 arrived in some processed form aboard ocean or coastal vessels. The remaining 6,531 M.T. were received from local vessels and other trawlers at the fish auction market in Jurong. The outward declarations show that 989 M.T. of shrimp and prawn were exported from Singapore in various forms in 1971. Thus, net imports of shrimp and prawn into Singapore in 1971 amounted to 6,040 M.T.

However, since Singapore is a free transshipment port, the data above must be amended. The amount of shrimp and prawn brought to Singapore enroute to other markets in 1971 is estimated at 2,400 M.T.^{2/} Since no official government statistics are available which give details about these shipments, only a general picture can be obtained about their impact on the market. It is known that the major transshipping firms operating in the market couple distant suppliers' offerings (especially for frozen and packed products) with other local buyers. Thus, their net effect is to exert an upward pressure on quantity demanded and prices in the market. In summary, the total imports of shrimp and prawn to Singapore in 1971 exceeded 9,400 M.T.

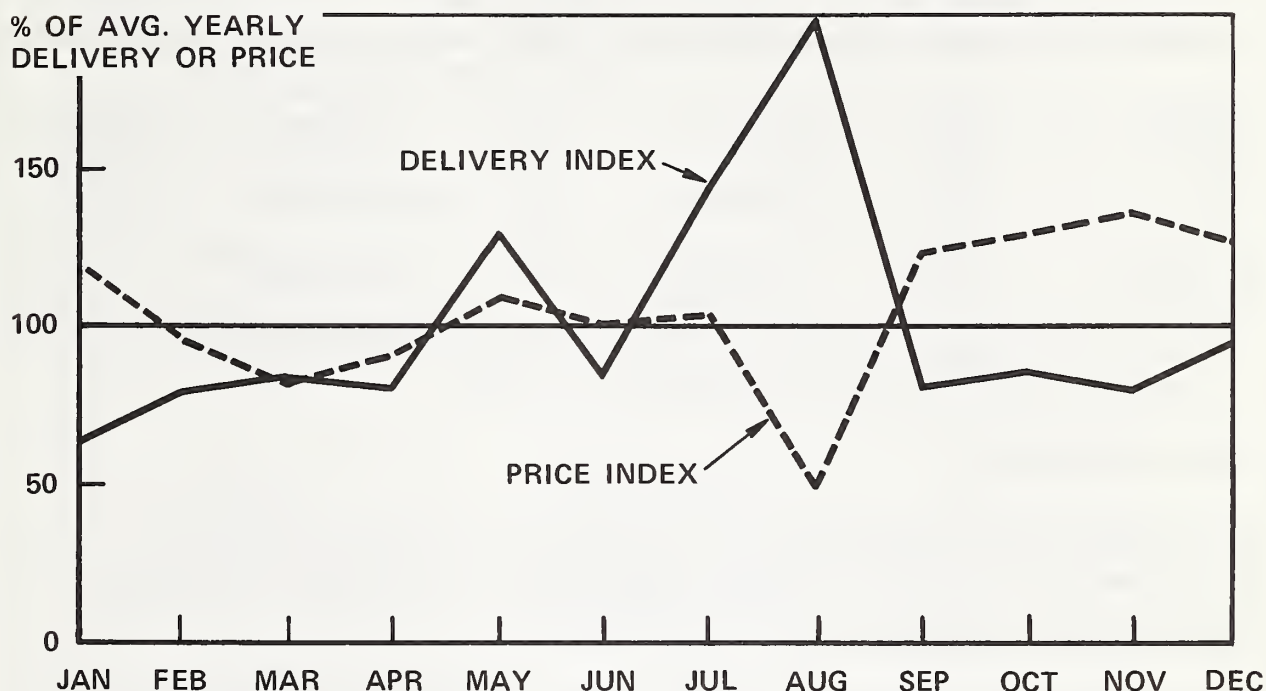
Seasonality of Supply

A distinct seasonal pattern in deliveries of shrimp and prawn was observed in the 1971 survey data (Figure 3). The seasonal index reaches 199 in August, i.e., deliveries are 99 percentage points above the average monthly deliveries for the year; some 1,168 M.T. were delivered to Singapore compared with the average of 586 M.T. Conversely, January was the month of smallest deliveries, 370 M.T., an index of 63 or 37 percentage points below the average monthly amount.

^{1/} The S.I.T.C. category "Marine Fish, Fresh, Chilled, or Frozen (Excluding Tuna)," Code 031301, was used as a check. The Singapore Department of Statistics reported imports of 41,698 M.T. in this category in 1971. The total of "inward-outward declaration" items in the survey was 43,899 M.T. The average error of 5.3 percent is considered well within tolerance limits and is attributed to reporting bias only.

^{2/} Estimated from data obtained from interviews with major re-export firms in the market. Most of these firms act as intermediary agents bringing local or distant sellers together with distant buyers. The latter are located principally in Europe, the United States, Japan, and Australia.

Figure 3. Indices of Monthly Deliveries and Prices of SHRIMP AND PRAWN, Singapore, 1971.



The seasonality data also show that 46 percent of the total yearly supply of shrimp and prawn arrived in Singapore during a 4-month period in 1971--May, June, July, and August (see Table 2). The data in Figure 3 and Table 2 have importance for this study since harvests in the South China Sea toward Vietnam seem to be greatest from September through February each year.^{1/} A strong demand and price structure would be expected in Singapore during these months of seasonally low local deliveries. Unfortunately, data were not available on a monthly basis for prior years in order to trace the seasonal pattern over a longer period of time.

^{1/} Based on interview at New South Sea Shrimp Company, Saigon, Vietnam, July 20, 1972.

Table 2.--Percentage of total yearly deliveries of shrimp and prawn to the Singapore market, by months, 1971*

Month	: Percent of ::	Month	: Percent of ::	Month	: Percent of
	: total for ::		: total for ::		: total for
	: year ::		: year ::		: year
January....	: 5.27 ::	May.....	: 10.89 ::	September.	: 7.21
February...	: 6.55 ::	June.....	: 7.03 ::	October...	: 7.14
March.....	: 6.97 ::	July.....	: 11.98 ::	November..	: 6.37
April.....	: 6.69 ::	August....	: 16.19 ::	December..	: 7.71
	: ::		: ::		: ::
Percent for :		Percent for:		Percent for:	
4 months :	25.48	4 months :	46.09	4 months :	28.43
	: ::		: ::		: ::

*Based on deliveries of 7,029 M.T.; total declared value was \$6,346,595, giving an average unit price per M.T. of \$903.

Price Relationships

The number of different types of shrimp and prawn clearing the Singapore market, their size, the nature of the pack, quality, and the amount of preprocessing all influence price. Consequently, individual prices may be misleading and comparisons are difficult unless the variables influencing the prices are carefully specified and only like products compared.

The average unit price for all shrimp, prawn, lobsters, and crabs entering Singapore in fresh, chilled, or frozen form in 1971 was \$401 per M.T. The figure for 1967 was \$361. This relatively low price reflects the large quantity of mixed, chilled shrimp and prawn arriving in various quality conditions from Malaysian and Indonesian waters and auctioned as "fresh" at the Jurong market. Interviews with traders and personal visits to the market leave one with the impression that the relatively low price is a reflection of price discounting due to low quality and a high percentage of spoilage loss inherent in the traditional handling system used by the small fishermen.

By way of contrast, the average unit value of shrimp, prawn, lobsters, and crabs exported from Singapore fresh, chilled, or frozen was \$2,568 per M.T. in 1971. This indicates a large value added by local processing firms for such marketing services as freezing, storing, grading, packing, heading, peeling, and the fact that a large percentage of weight loss is involved in these processing and packing functions. A summary of the 1971 outward declaration forms for shrimp and prawn, excluding lobster, showed an average unit value of \$2,434 per M.T. for the 989 tons exported.

Imports of salted, dried, or boiled shrimp, prawn, lobsters, and crabs averaged \$625 per M.T. in Singapore in 1971. Exports of these products yielded an average of \$1,016 per M.T. The data quoted above are simple weighted unit values. The great variability in quoted prices in the market can be seen from Table 3.

Table 3.--Selected price quotations for shrimp and prawn, demonstrating range in the Singapore market, 1971

Price per	:	:	:	:				
M.T.	:	:	:	:				
U.S. \$	:	Specifications	:	Pack	:	Origin	:	Market
588.....	:	Various types and sizes	:	Frozen, loose 30 lb. tins	:	Hong Kong	:	Singapore
1,929.....	:	Various types and sizes	:	Headless, frozen 5 lb. cartons	:	Malaysia	:	Singapore
6,244.....	:	Less than 30/lb., potted	:	Processed, frozen, 5 lb. cartons	:	U.K.	:	Singapore
4,444.....	:	Tiger, 8-12/lb.	:	Headless, shell on, glaze frozen polyethylene wrap, 5 lb. cartons	:	Singapore	:	Europe
4,158	:	Tiger, 15-20/lb.	:	(Same as above)	:	Singapore	:	Europe
2,530.....	:	Tiger, 31-40/lb.	:	(Same as above)	:	Singapore	:	Europe

Seasonality of Price

Marketing theory suggests that, given reasonably constant demand, an inverse relationship will exist between quantity supplied and price. Such a relationship is evident for shrimp and prawn in the Singapore market in 1971. An analysis of the data depicted in Figure 3 points up the relationship seasonally. As discussed earlier, supplies of shrimp and prawn arriving in Singapore reached their peak in August, 99 percentage points above average monthly deliveries for the year. Note from Figure 3 that August is also the month of lowest price for the year. Average price received per M.T. of shrimp and prawn delivered was only \$468, or 52 percent of the average annual price of \$903.

The importance of the supply and price variables discussed in the sections above for Vietnam's shrimp and prawn industry is quite evident. Local supplies of shrimp and prawn decrease significantly in Singapore following the seasonal high in August. September, October, November, December, and January represent the best months, from the point of view of average price received per M.T., to deliver to the market. This is the period of best shrimp and prawn harvest in the coastal waters of Vietnam.

The average prices per M.T. for shrimp and prawn by months in the Singapore market in 1971 are shown in Table 4. Prices averaged more than \$1,000 per M.T. in each of the last 4 months of the year, and were a maximum in November, \$1,217 or 35 percentage points above the average for the year.

Table 4.--Average monthly prices for shrimp and prawn delivered to Singapore, 1971*

Month	Price US\$/MT	Month	Price US\$/MT	Month	Price US\$/MT
January....	1,083	May.....	973	September..	1,115
February...	866	June.....	909	October....	1,168
March.....	741	July.....	940	November...	1,217
April.....	833	August....	444	December...	1,144
Average for 4 months	868	Average for 4 months	765	Average for 4 months	1,160

*Average yearly price in this analysis was \$903.

Major Shrimp and Prawn Importers-Exporters

A number of firms are very active in importing and exporting shrimp and prawn. Since data for individual buyers and sellers of fresh and chilled shrimp and prawn at the Jurong market are not available from the published statistics, information about such buyers and sellers was obtained by personal interviews. These qualitative data are presented from the interviews in Section III of this report. Since the volume of fresh and chilled shrimp and prawn arriving at Jurong exceeded 6,500 M.T. in 1971, the information in Section III is very important to operators of Vietnamese trawlers which might move west in the South China Sea and opt to sell the last trawl or two in fresh or chilled form at Jurong.

The data of interest to Vietnamese shrimp and prawn processing firms, including those firms who freeze shrimp on trawlers while enroute, is obtained from the Singapore inward-outward declaration forms. Singapore firms imported 498 M.T. of shrimp and prawn in various processed forms in 1971. Conversely, they exported more than 989 M.T. that year. The imports had a declared value of \$596,249, while the exports were valued at \$2,407,028. Two factors should be noted:

1. Exporters are buying significant quantities of shrimp at the auction market or through third party processors and then re-exporting it in further processed form.
2. Significant quantities of shrimp and prawn arrive at the free transshipping port in Singapore which do not appear in the detailed statistics reported in this section (see discussion on page 8). A list of several large transshipping agents engaged in this type of trade for shrimp and prawn is presented in Section III.

Table 5.--Major Singapore firms importing and exporting shrimp and prawn in processed form, 1971

Name of firm	Imports		Exports	
	<u>M.T.</u>	<u>U.S. dollars</u>	<u>M.T.</u>	<u>U.S. dollars</u>
Southseas Fisheries, Pte., Ltd.....	136.80	119,568	115.65	232,023
Asia Fishing Industry Corp.....	86.87	146,393	192.71	370,184
Pacific Foods Co.....	43.38	30,794	--	--
Chip Chuan Trading Co.....	40.85	76,378	26.63	60,505
Sin Aik Trading Co.....	22.11	23,214	8.60	36,688
Taiyo Fishery Co., Ltd....	16.01	17,154	16.00	17,143
Singapore Frozen Food Co..	15.43	13,543	225.78	717,540
Connell Bros. Co., Ltd....	--	--	135.97	353,369
Total.....	361.45	427,044	721.34	1,787,452
Total all importers-exporters	498.27	596,249	989.28	2,407,028

Origins and Destinations of Shrimp and Prawn

It is estimated that more than 95 percent of the 6,531 M.T. of shrimp and prawn arriving fresh or chilled at Jurong are from Malaysian and Indonesian waters. The major countries of origin of the processed shrimp and prawn imported into Singapore are shown in Table 6. Each country's share of the total is also shown as a percentage. Similar data are presented in Table 7 for processed exports of shrimp and prawn. Again the data exclude origins and destinations of shrimp and prawn transshipped through Singapore. These are discussed in Section III.

Table 6.--Countries of origin of processed shrimp and prawn imported into Singapore, 1971*

Country of origin	Percentage of total processed imports
East Malaysia (Sabah and Sarawak).....	76.79
Brunei.....	14.45
Indonesia.....	3.97
Ceylon.....	2.51
India.....	1.65
Hong Kong.....	.37
West Germany.....	.18
Australia.....	.05
U.K.....	.03
	100.00

*Total imports of 498.27 M.T.

Table 7.--Countries of destination of processed shrimp and prawn exported from Singapore, 1971*

Country of destination	Percentage of total processed exports
Japan.....	44.78
Hong Kong.....	18.28
U.S.A.....	15.05
United Kingdom.....	13.69
Australia.....	6.64
Netherlands.....	.66
Indonesia.....	.32
West Germany.....	.23
Canada.....	.18
Christmas Island.....	.14
Others.....	.03
	<hr/>
	100.00

*Total exports of 989.28 M.T.

THREADFIN

The Vietnam fishing industry catches a number of marine fish species in the South China Sea. Threadfin is one species in plentiful supply. Singapore represents one of the largest markets for the species in the world. Total imports of threadfin in 1971 exceeded 629 M.T. (from inward declarations and the Jurong fish auction only). The imports were valued at \$777,123 (see Table 8). Exports were virtually nil (.04 M.T., \$114), indicating the strength of demand for the product among consumers in Singapore.

Table 8.--Volume and percentage of total imports of threadfin, by months, Singapore, 1971*

Month	Volume of imports	Month	Volume of imports
	: Percent of		: Percent of
	M.T. :yearly total:		M.T. :yearly total
January.....	27.96 4.44	July.....	20.10 3.19
February.....	28.98 4.61	August.....	47.16 7.49
March.....	43.79 6.96	September..	83.37 13.25
April.....	33.82 5.37	October....	129.70 20.62
May.....	39.51 6.28	November...	79.31 12.60
June.....	30.01 4.77	December...	65.52 10.42
Total or		Total or	
average for		average for	
6 months	204.07 32.43	6 months	425.16 67.57

*Total imports equal 629.23 M.T.; total declared value was \$777,123.

Therefore, average unit price per M.T. was \$1,235.

The seasonality of supply of threadfin is shown in Table 8 and Figure 4. More than half the annual imports (56.89 percent) arrived in Singapore during September, October, November, and December in 1971. October had greatest deliveries, 129.7 M.T. The index of average deliveries reached 247 in October, which is 147 percentage points above the monthly average. The average unit monthly price was lowest in November, however, when the index was 86, or 16 percentage points below the average yearly price of \$1,235 per M.T.

Conversely, average prices were highest in July when deliveries were lowest, as one would expect. Deliveries in that month were only 20 M.T., an index of 38 or 42 percentage points below average monthly deliveries. The price index was 136 or 36 percentage points above the average yearly price. Thus, April, May, June, and July are the best months to deliver threadfin to the Singapore market, if the Vietnam industry can harvest and deliver the product at a cost that makes the alternative profitable.

The major importers of threadfin into Singapore, based on inward declarations only, are listed below. Countries of origin of the product are also shown.

<u>Firm</u>	<u>Country of origin</u>
Lian Guan Hang	Indonesia
Chye Seng Trading Company	Indonesia
Pacific Foods	Sarawak
Seng Heng and Company	Sabah
Chye Seng Marine Products Company	Sarawak
Kon Chong Khew	Indonesia

The average prices quoted per delivery showed a wide range; from \$912 per M.T. to \$1,674. As shown in Table 8, however, the weighted averaged value for the year was \$1,235 per M.T.

SNAPPER

Red snapper, Nagasaki snapper, and bigeye snapper are much in demand in the Singapore market. Unfortunately, the market data are not precise enough to permit separation of the varieties. Consequently, the broader category of "snapper" will be used in the balance of this section.

Total deliveries of 3,736 M.T. of snapper arrived in Singapore in 1971. Total value was estimated at \$1,168,757 for these shipments. Thus, average unit price was \$312.80 per M.T. delivered. Specific prices for various qualities and packs of snapper did vary based on the particular specifications required, but weighted monthly prices only varied within the range of \$247 to \$367 per M.T. (see Table 9).

An interesting seasonal delivery pattern may be seen from the data in Table 9 and Figure 5. Greatest delivery was in July when 16.41 percent of the total for the year arrived. In fact, nearly one-third of the total deliveries for the year arrived in Singapore during May, June, and July.

**Figure 4. Indices of Monthly Deliveries and Prices of THREADFIN,
Singapore, 1971.**

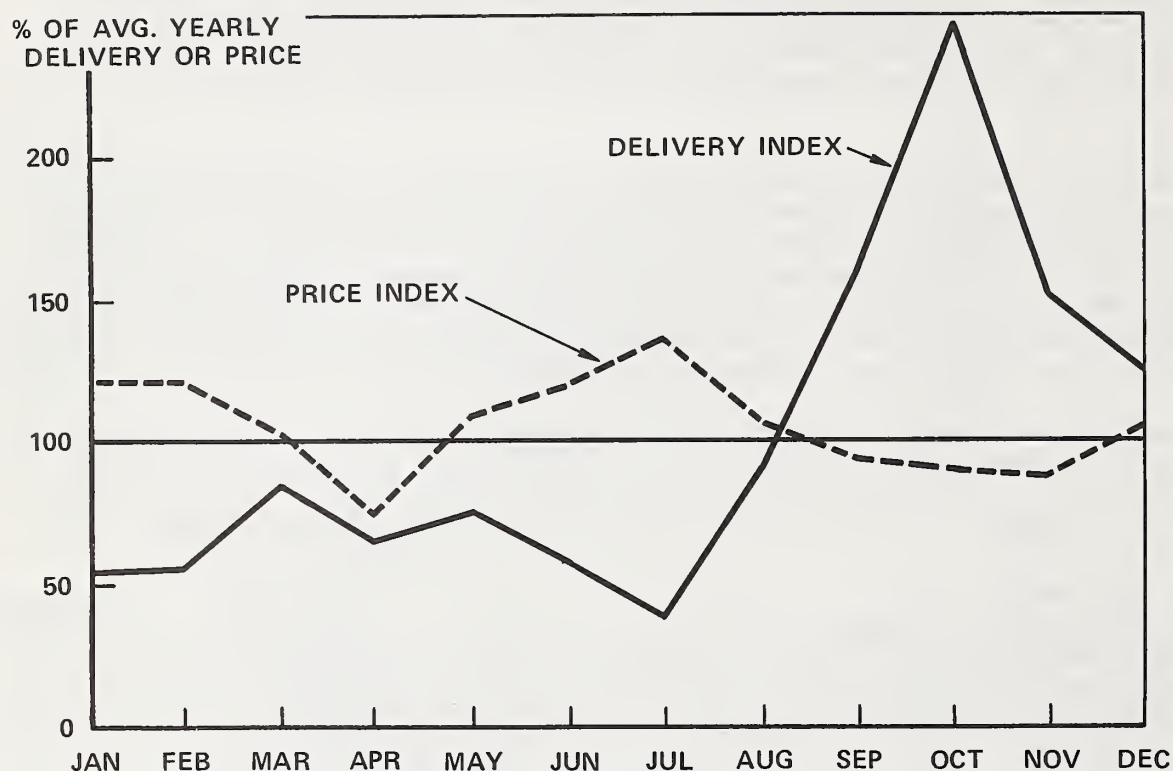


Table 9.--Volume, percentage of total imports, and average monthly prices, imports of snapper, by months, Singapore, 1971*

Month	Volume of imports			Month	Volume of imports		
		:Percent of:	Average			:Percent of:	Average
		: yearly	: price			: yearly	: price
	M.T.	: total	:(Dollars)		M.T.	: total	:(Dollars)
Jan.....	237.98	6.37	367	July.....	613.08	16.41	247
Feb.....	279.83	7.49	353	Aug.....	227.15	6.08	318
March....	331.01	8.86	318	Sept....	254.05	6.80	343
April....	424.41	11.36	263	Oct.....	270.49	7.24	310
May.....	312.33	8.36	309	Nov.....	240.97	6.45	337
June.....	265.63	7.11	353	Dec.....	279.45	7.47	356
Total or				Total or			
average				average			
for 6				for 6			
months...	1,851.19	49.55	320	months...	1,885.19	50.45	305

*Total imports equal 3,736 M.T.; total declared value was \$1,168,757.
Therefore, average unit price per M.T. was \$312.80

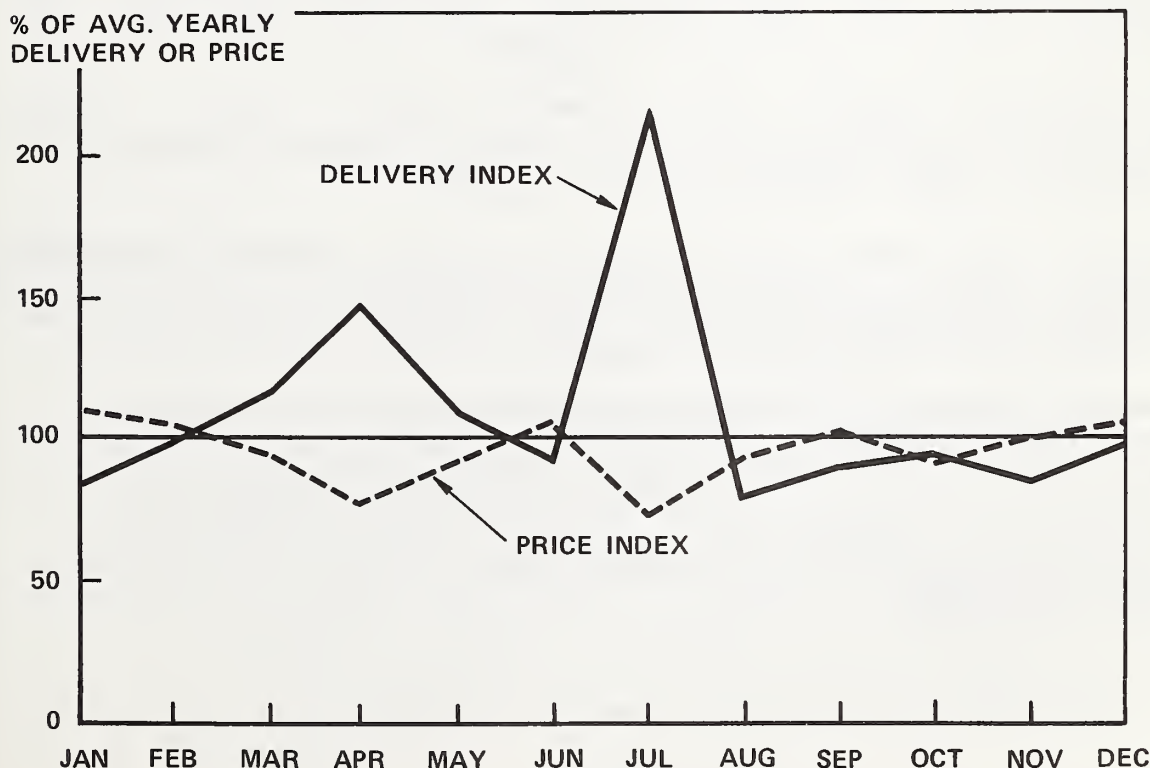
One would expect to find an inverse relationship between price paid and quantity supplied, assuming other variables to be constant. This was not the case for snapper in Singapore in 1971. Note from the data in Figure 5 that the delivery index reached a peak of 214 in July. The price index for that month was a relatively low 73. By way of contrast, deliveries reached a low during the month of August, 79 on the delivery index, when prices were at 93 on the price index. The second lowest month of deliveries was January, 83 on the delivery index, when prices were at the highest for any month of the year, 108 on the price index.

Exports of snapper from Singapore, as recorded in the inward-outward declarations, were only 8.35 M.T. in 1971. However, the product exported was in highly processed form since the declared value was \$23,054. This represents an average price of \$2,761 per M.T. Approximately 92 percent of the total exports (7.7 M.T.) was destined for the United States. Indonesia and Christmas Island received very small shipments of snapper processed in Singapore.

MACKEREL

Singapore is a large net importer of mackerel. The inward-outward declarations showed a total of 214.9 M.T. of mackerel imported in some processed form in 1971, while auction statistics from the Jurong fish market list a total of 5,020.16 M.T. imported. Declared exports of processed mackerel equaled only 40.27 M.T., thus net imports into Singapore were at least 5,194 M.T. in 1971.

Figure 5. Indices of Monthly Deliveries and Prices of SNAPPER, Singapore, 1971.



This statistic understates the true situation slightly since (1) no data by species are available for transshipments and (2) a number of the inward declarations simply listed "fish meat," or were mixed but not detailed, such as "Spanish mackerel and dorab." Consequently, the actual weight of each species in a mixed shipment could not be determined and the whole shipment was placed in a general category "fish meat--unspecified" for purposes of analysis.

The total value of all mackerel imported into Singapore in 1971 was \$2,898,176. This represented an average unit price or value of \$554 per M.T. (see Table 10). The major sources of processed mackerel imported were Tsingtoea, China (207.6 M.T.), and Indonesia (7.3 M.T.).

Table 10.--Volume, percentage of total imports, and average monthly prices, imports of mackerel, by months, Singapore, 1971*

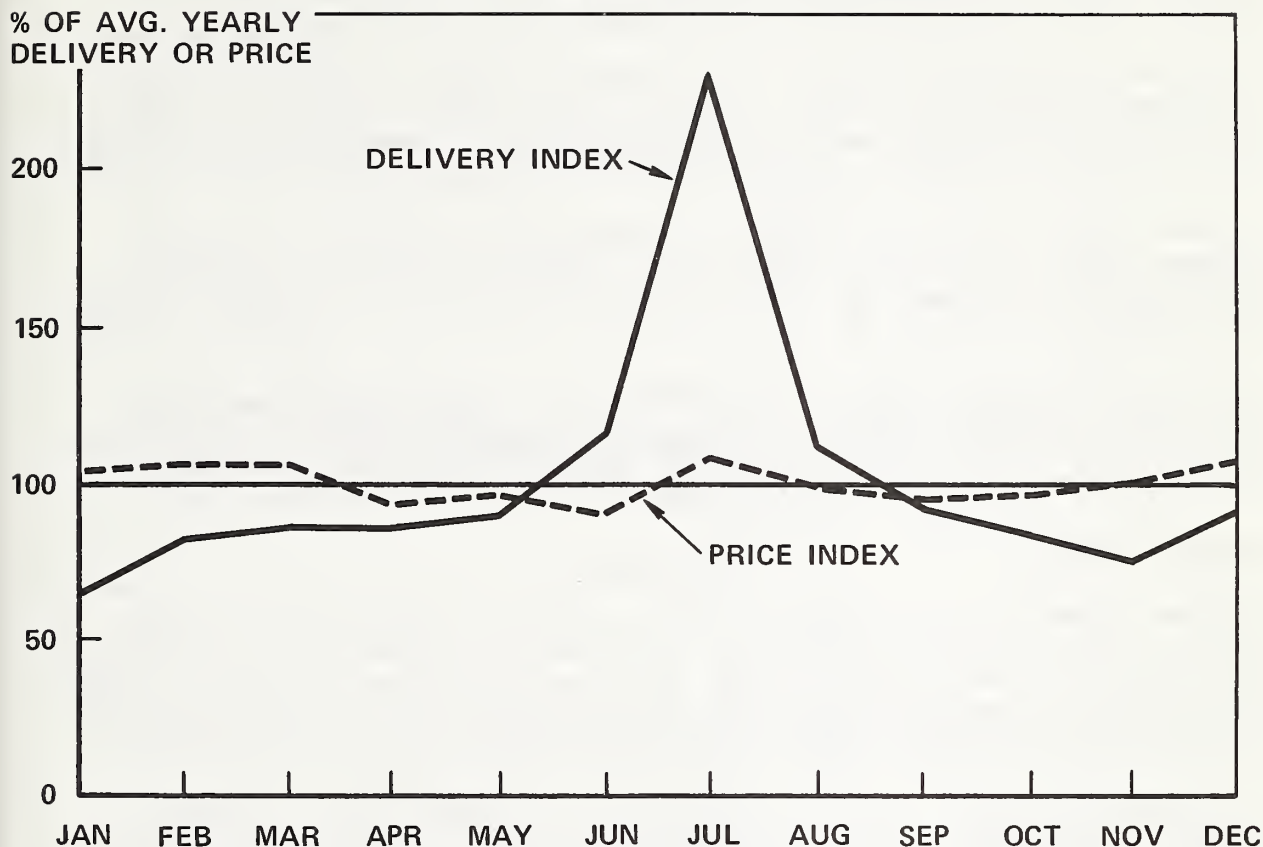
Month	Volume of imports			Month	Volume of imports		
	:Percent of:	Average			:Percent of:	Average	
	: yearly	: price			: yearly	: price	
: M.T.	: total	:(Dollars):		: M.T.	: total	:(Dollars):	
Jan.....	281.59	5.38	570	July.....	1,007.09	19.23	595
Feb.....	356.84	6.82	587	Aug.....	482.07	9.21	547
March....	371.23	7.09	585	Sept.....	400.85	7.66	519
April....	369.38	7.06	515	Oct.....	359.21	6.86	525
May.....	389.25	7.44	525	Nov.....	326.34	6.23	551
June.....	496.60	9.48	500	Dec.....	394.61	7.54	579
Total or				Total or			
average				average			
for 6				for 6			
months...	2,264.89	43.27	543	months...	2,970.17	56.73	561

*Total imports equal 5,235.06 M.T.; total declared value was \$2,898,176. Therefore, average unit price per M.T. was \$554.

Note from the data in Table 10 that July was the month of greatest deliveries of mackerel, 1,007 tons. This represented 19.23 percent of the total deliveries for the year. Nearly 38 percent of the total deliveries for the year arrived in a 3-month period--June, July, and August.

The seasonality indices for mackerel shown in Figure 6 are quite similar to those for snapper in Figure 5. Mackerel, like snapper, is in great demand in July during the Chinese lunar holidays. The index of deliveries for mackerel reaches a high of 231 during July, but the price index for that month is also at its high point for the year, 107. This is a reflection of relatively strong demand despite very heavy supply deliveries in an attempt to satisfy that demand.

Figure 6. Indices of Monthly Deliveries and Prices of MACKEREL, Singapore, 1971.



LOBSTERS AND CRAYFISH

Lobsters and crayfish constituted a significant component of Singapore's foreign trade in fish products in 1971. According to statistics obtained from the Department of Primary Production, Division of Fisheries, imports of lobsters and crayfish were valued at more than \$298,834 in 1971. A closer inspection of the information obtained from the Department of Primary Production shows some inconsistencies. Thus, some estimations have been made where gaps exist in the data.

As is true of other marine products imported into Singapore, lobsters and crayfish enter the economy in two ways (1) through the local fish market at the Port of Jurong and (2) from ocean vessels docking at Singapore's deep water ports. A distinction between the two means of entry is useful for our purposes because those commodities entering Jurong are essentially unprocessed, while those entering Singapore prepurchased are processed in some form. Consider first the Jurong market.

Jurong Port

A total of 206.71 M.T. of lobster and crayfish valued at \$122,582 entered Singapore unprocessed in 1971, at an average price of \$593 per M.T.

Both quantity of imports per month and monthly average unit values appear to fluctuate seasonally. These fluctuations are shown in Figure 7. Supply seems to be most abundant early in the calendar year (February through April) and in August, when stocks are built up prior to the monsoon season.

One would expect that average unit price would vary inversely with supply. In August, this is the case. Lobster and crayfish prices drop to their lowest level for the year in order to clear the market when supply is great, but demand does not keep pace.

It is also interesting to note the behavior of prices in the Jurong market early in the year when supply is strong. Because prices in general remain high, although supplies increase, we may presume that demand increases in order to replenish stocks which have declined during the monsoon season.

Deep Water Ports

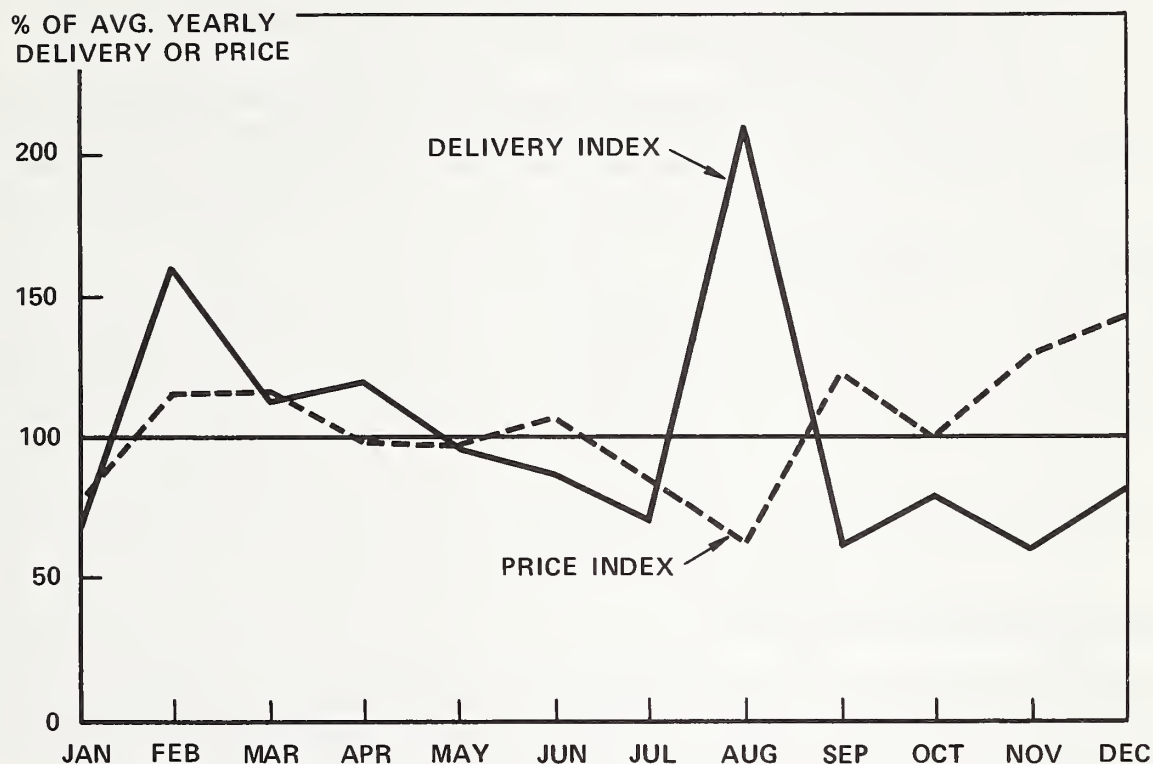
The other segment of the Singapore import market for lobster and crayfish provides a more confusing example of supply and price behavior. Data obtained from Singapore's inward-outward trade declarations contain significant inconsistencies and recording biases which make it difficult to discern what the primary price and supply relationships have been.

The primary difficulty lies in a recorded import of 268.63 M.T. of spiny lobster from the USSR, purchased in May 1971 by Taiyo Fishery Company, Ltd., and Straits Fisheries. If this recorded quantity was actually purchased at the recorded value of \$1,848, lobster would be selling for \$7 per M.T., an unlikely possibility. In turn, this would indicate that the annual average unit price for processed lobster entering Singapore was \$585 per M.T., only \$8 more per M.T. than the unprocessed lobster entering Jurong.

Consequently, the decision was made to delete the 268.63 M.T. imported from the Soviet Union as either an accounting or recording error and to maintain the listed total value of imports. This has the effect of raising the annual average unit price of lobster and crayfish imports to \$5,421 per M.T., a much more likely and workable figure. 1/

1/ Several of the inward declarations for these shipments were marked "for transshipment only." In the absence of further information one might hypothesize that the \$7 per M.T. was a customs inspection, or other special charge alluded to in the section entitled "Overview of the General Business and Governmental Climate in Singapore--Import Regulations," pages 34-50, in this report.

Figure 7. Indices of Monthly Deliveries and Prices of LOBSTERS AND CRAYFISH, JURONG PORT FISH MARKET, Singapore, 1971.



A second major discrepancy which appears to burden the inward-outward trade declarations concerns the values listed for imports arriving in March, April, and May. These values are such that, for March, the average unit value of lobster and crayfish was more than \$137,000 per M.T. For April, the comparable figure would be \$27,959 per M.T., and for May, \$7 per M.T. Clearly an error of recording or accounting is responsible for such distortions. No other explanation is possible from the available data.

Assuming that the total annual value of processed imports is correct (\$176,252), and that the total annual volume of imports minus the Soviet shipments is correct (32.51 metric tons), one derives an annual average unit price of \$5,421 per M.T. for the processed imports.

Inspection of the detailed information available concerning importing firms, origin, pack, preparation, etc., discloses that this figure is quite reasonable. Listed prices for cartons of frozen, whole, cooked lobster from Australia vary from \$3,900 per M.T. at the beginning of 1971 to \$4,600-4,800 per M.T. by October 1971. Limited orders of more expensive cartons of frozen, raw lobster tails from Australia at \$9,500-11,000 per M.T. appears to be sufficient to push the average annual price up to \$5,421 per M.T.

Because of the apparent distortions in the trade data, it is difficult to draw any conclusions about the seasonal price and supply variations for processed lobster and crayfish. Again discounting the Soviet imports, it

appears that import volumes tended to be heaviest during the latter 5 months of the calendar year, with a peak in October of 11 M.T. of processed lobsters and crayfish.

Table 11.--Volume and origin of processed lobsters and crayfish imported into Singapore, 1971

Origin of Imports	Volume (metric tons)	Percent of total
Australia.....	13.77	4.6
Thailand.....	.05	--
New Zealand.....	6.37	2.1
USSR.....	268.63	89.2
East Malaysia.....	10.00	3.3
Germany.....	.10	0.1
Ceylon.....	2.22	0.7
Total.....	301.14	100.0

Exports of Lobsters and Crayfish

The outward declarations of processed exports of lobsters and crayfish amounted to 132.95 M.T. in 1971 and had a declared value of \$972,602. This represents an average unit price of \$7,315 per M.T. Upon first inspection this average price might seem high. However, further study revealed that 71.3 percent of the exports were destined for the United States and Canada (see Table 12). Exports of frozen lobsters and lobster parts to these markets are made to high grade and health specifications, and would be expected to command top prices. Furthermore, the price is in line with that of all processed imports received (representing mixed qualities and grades) of \$5,421 reported above.

Table 12.--Countries of destination of processed lobsters and crayfish exported from Singapore, 1971

Country of destination	Quantity (metric tons)	Percentage of total processed exports
USA.....	70.98	53.4
Canada.....	23.84	17.9
East Malaysia.....	17.06	12.8
Japan.....	9.42	7.1
Christmas Island.....	7.76	5.8
Indonesia.....	1.56	1.2
Australia.....	1.20	.9
Thailand.....	1.12	.8
Brunei.....	.01	.1
Total.....	132.95	100.0

The major Singapore firms importing and exporting processed lobsters and crayfish are shown in Table 13. Unit prices per shipment received are presented in the appendices. Note that these prices ranged from a low of \$236 per M.T. for a small shipment of frozen product from Australia to a high of \$11,062 per M.T. for another shipment of frozen, raw lobster tails packed in cartons. The modal unit price per imported lot was approximately \$4,796.

Table 13.--Major Singapore firms importing and exporting lobsters and crayfish in processed form, 1971

Name of firm	Imports	Exports
	<u>Metric tons</u>	
Taiyo Fishery Co., Ltd.....	158.60	14.91
Straits Fisheries.....	110.03	.02
Cold Storage.....	15.26	3.14
Malayan Refrigerating Co., Ltd.:	11.18	5.94
Fitzpatrick's Food Supplies....:	2.68	.61
Fairsea International.....	1.99	20.01
Ben and Company.....	.85	1.10
Henry Tan.....	.36	--
Ming Court Hotel.....	.10	--
Soon Thye Breeding & Hatchery..:	.09	--
Singapore Frozen Food.....	--	45.71
Connell Brothers Co., Ltd.....	--	36.65
Ng Kiat Hoon.....	--	2.34
David Mohlef Organization.....	--	2.09
Ng Chin Seng.....	--	.43
Total.....	301.14	132.95

SQUID

Total imports of squid into Singapore amounted to 2,452 M.T. in 1971 and had a total declared value of \$1,152,954. Processed imports were a very small part of these amounts, representing only 7 percent of total volume and 5.2 percent of total value. Processed exports were also very small; a total of 34.33 M.T. were exported in 1971 yielding \$22,023. Thus, the bulk of the squid entering Singapore were for domestic consumption. (No data were available relative to transshipments.)

The average unit price of all squid entering the Singapore market was \$470 per M.T. in 1971. The small volume of exports averaged \$642 per M.T. Processed imports demonstrated a wide variation in quoted prices, from a low of \$181 to

a high of \$5,655 per M.T. Specifications for a number of orders of well processed products read as follows: "Frozen, squid tubes, boneless, wingless, headless, skinless--\$755 per M.T."

The deliveries of unprocessed squid to Jurong and the processed products to the deep water port show a decided seasonal pattern, as did average unit prices paid (see Figure 8). Deliveries reached a peak in August when the delivery index was 192 percentage points in relation to average deliveries for the year. Prices lagged slightly, reaching their low point on the index in September, 79 percentage points.

The inverse relationship between price and quantity delivered can also be seen in January and November. Deliveries reached relatively low points on the index, while prices were relatively high. These seasonal relationships are shown in more detail in Table 14. Note that approximately two-thirds of yearly squid deliveries arrived in the last 6 months of the year; in fact, nearly 40 percent of the deliveries occurred in August, September, and October in 1971. These were also the 3 months of lowest average prices per M.T.

Figure 8. Indices of Monthly Deliveries and Prices of SQUID, Singapore, 1971.

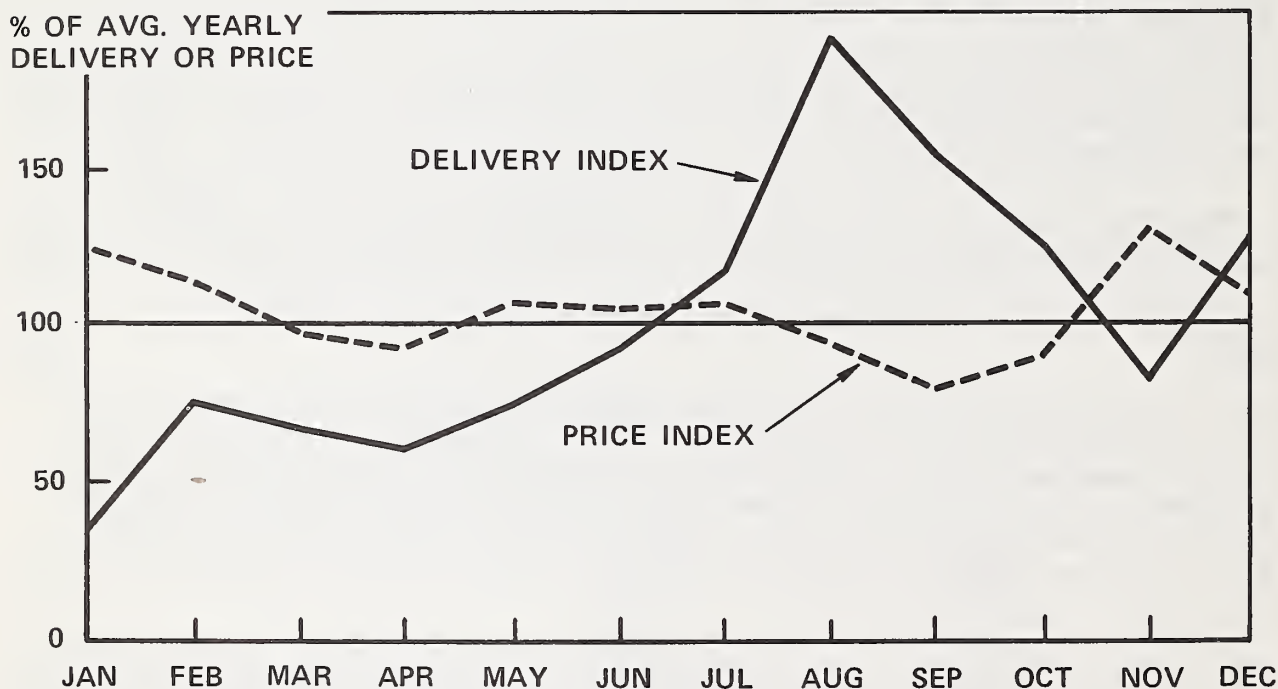


Table 14.--Volume, percentage of total imports, and average monthly prices, imports of squid, by months, Singapore, 1971*

Month	Volume of imports			Month	Volume of exports		
	Percent of	Average			Percent of	Average	
	yearly	price			yearly	price	
M.T.	total	:(Dollars)		M.T.	total	:(Dollars)	
Jan.....	71.26	2.91	586	July...	239.04	9.76	499
Feb.....	153.79	6.28	531	Aug....	391.59	15.99	441
March...	135.12	5.52	450	Sept...	316.73	12.93	371
April...	122.84	5.01	433	Oct....	255.94	10.45	414
May.....	152.53	6.23	496	Nov....	169.79	6.93	604
June....	189.03	7.72	483	Dec....	254.63	10.40	513
Total or	—	—	—	Total or	—	—	—
average				average			
for 6				for 6			
months	824.57	33.67	490	months	1,627.72	66.46	460

*Based on total deliveries of 2,452.29 M.T. at an average unit price of \$470.

The major sources of processed squid imported into Singapore were as follows:

	M.T.	Percent of total
Thailand	107.62	62.2
Tsingto, China	64.82	37.5
Hong Kong (Kowloon)	2.59	0.3
Total	173.03	100.0

The principal importers and exporters of processed squid products are shown in Table 15. The major countries of destination of the processed squid products were Japan, East Malaysia, Brunei, Christmas Island, and Indonesia, in that order.

Table 15.--Major Singapore firms importing and exporting squid in processed form, 1971

Firm	Imports	Exports
	Metric tons	
Tosca, Pte., Ltd.....	90.58	20.01
Tai Wee Co., Pte., Ltd....	54.82	--
Asia Fishing Industry Corporation.....	17.04	8.45
Siang Huat Hung.....	10.00	--
Hung Kang Restaurant, Ltd..	.56	--
Hong Kong Restaurant.....	.03	--
Singapore Frozen Food.....	--	2.50
Other companies.....	--	3.37
Total	173.03	34.33

CUTTLEFISH

The importation of cuttlefish into Singapore was also an important activity in the fisheries subsector in 1971. Processed imports amounted to 185.83 M.T. with a value of \$28,737. Unprocessed imports arriving at the Jurong fish market equaled 1,245.6 M.T. at a declared value of \$324,236. Thus, total declared imports amounted to 1,431.43 M.T. and a total value of \$352,973. Average unit price for the year was \$247 per M.T.

Deliveries of cuttlefish to Singapore were highly seasonal in 1971. More than 40 percent of the annual supply arrived during November, at the Jurong fish market. Despite the extreme seasonal nature of deliveries, average unit prices were not influenced much (see Figure 9 and Table 16). No explanation is available for this phenomenon.

Exports of cuttlefish amounted to 60.26 M.T. in 1971. The declared value of these processed exports was \$22,024, or an average unit price of \$365.48. Major countries of origin of processed imports of cuttlefish as well as destination countries for exports of processed products are shown in Table 17.

Figure 9. Indices of Monthly Deliveries and Prices of CUTTLEFISH, Singapore, 1971.

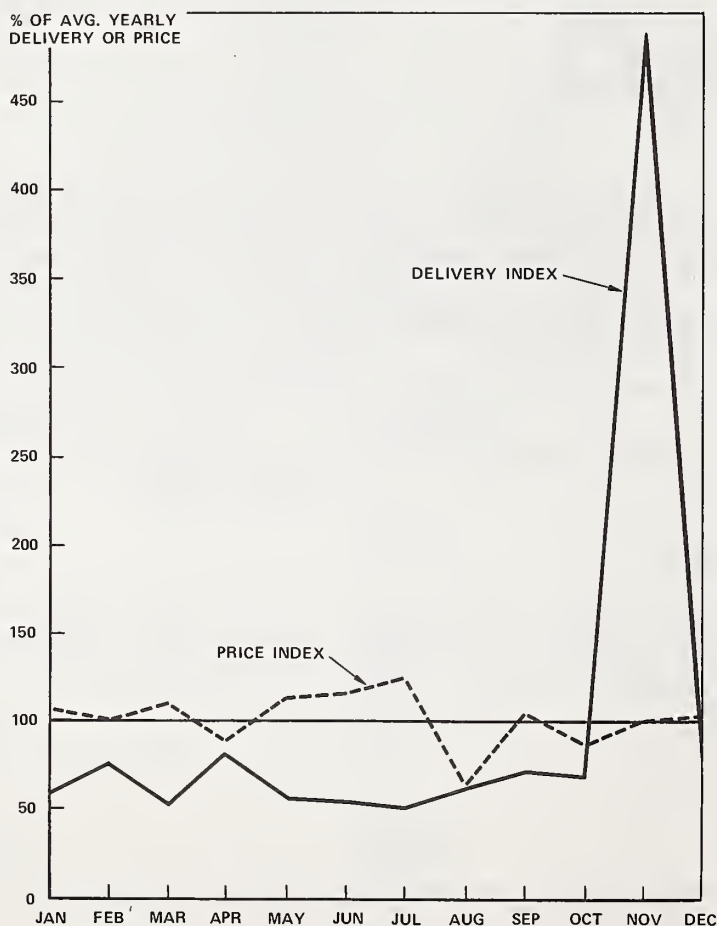


Table 16.--Volume, percentage of total imports, and average monthly prices, imports of cuttlefish, by months, Singapore, 1971*

Month :	Volume of imports			Month :	Volume of imports		
:	:	:	:	:	:	:	:
:	:Percent of: Average			:	:Percent of: Average		
:	: yearly : price			:	: yearly : price		
:	M.T. :	total	:(Dollars):	:	M.T. :	total	:(Dollars)
Jan.....:	67.49	4.71	263	:: July...:	60.17	4.20	307
Feb.....:	89.91	6.28	247	:: Aug.....:	72.56	5.07	152
March...:	61.16	4.27	266	:: Sept...:	84.87	5.93	255
April...:	95.00	6.64	220	:: Oct.....:	81.14	5.67	212
May.....:	65.07	4.55	276	:: Nov.....:	578.02	40.38	248
June.....:	64.21	4.49	284	:: Dec.....:	111.83	7.81	250
:	_____	_____	_____	::	_____	_____	_____
Total or:				::Total or:			
average :				::average :			
for 6 :				::for 6 :			
months...:	442.84	30.94	256	::months...:	988.59	69.06	242
:				::			

*Based on deliveries of 1,431.43 M.T. at an average unit price of \$247.

Table 17.--Major countries of origin and destination, processed imports and exports of cuttlefish, Singapore, 1971

:	Volume (M.T.)	Percent of total
:	:	:
<u>Origin of imports</u>		
Tsingtoa, China.....:	184.49	99.3
Thailand.....:	1.32	.7
East Malaysia.....:	.01	--
:	_____	_____
Total.....:	185.82	100.0
<u>Destination of exports</u>		
Hong Kong.....:	28.45	47.2
East Malaysia.....:	25.27	41.9
Brunei.....:	4.26	7.1
Christmas Island.....:	2.10	3.5
Pakistan.....:	.18	.3
:	_____	_____
Total.....:	60.26	100.0

The major importers and exporters of processed cuttlefish are shown in Table 18. Quoted prices per lot varied from a low of \$120 per M.T. for one shipment of frozen cuttlefish from China to a high of \$1,263 per M.T. for a shipment of dried product from Thailand.

Table 18.--Major Singapore firms importing and exporting cuttlefish in processed form, 1971

Name of firm	Imports	Exports
	Metric tons	
Siang Huat Hung.....	94.50	28.75
Tai Wee Company, Pte., Ltd.....	90.00	28.45
Chop Thye Seng.....	1.02	--
Koon Aik Company.....	.30	--
Chin Huat Company, Pte., Ltd....	.01	--
Ng Chin Seng.....	--	1.25
Ng Kiat Hoon.....	--	.72
Nam Cheong.....	--	.77
Malayan Refrigerating.....	--	.30
Ng Chye Mong.....	--	.02
Total.....	185.83	60.26

SHARK FINS AND MEAT

One of the most popular foods in Chinese cuisine is shark fin soup. It is served in nearly all restaurants and homes in Singapore. While the fin meat itself is a delicacy and commands a high price, it is only a small part of the larger fish. Shark meat, glands, and skin have limited demand for human consumption, but are used for animal rations and fertilizer. Consequently, average unit prices and quantities imported must be separated carefully by products. Unfortunately, the data recorded in the Singapore inward-outward declarations forms are mixed. Interviews with traders served to clarify the market situation.

The inward declarations at the Jurong fish market show that 1,183 M.T. of shark meat and shark fins were received in 1971. The declared value was \$163,195. This only averages \$138 per M.T.; consequently, the product must have been primarily shark meat and other products for nonhuman uses. The processed imports in 1971 amounted to 16.50 M.T., a declared value of \$26,990, or \$1,636 per M.T. Judgment suggests that most of this product was shark fins in some processed form. This is substantiated by the unit price data per lot for fins from the import declarations, which ranged from a low of \$265 per M.T. to a high of \$4,800. The simple average for these lots was \$1,342 per M.T. Much of this product was unprepared dried fin (i.e., with the skin and bones still intact).

Data from the interviews with traders, reported in detail in Section III, show that fully prepared shark fin meat (i.e., dried, deboned, and skinned) was selling for \$4,642 to \$7,964 per M.T. This was obviously the highest quality product available, and the market would only absorb a limited tonnage. One of the major traders in the product, for example, has total demand of only 3 M.T. of well processed fins per year.

The data in Table 19 show the major sources and destinations of processed shark fins. Those in Table 20 show the major importing and exporting firms for the product. The seasonality data in Figure 10 indicate that demand, average unit prices, and supply were strongest for the product in the 4-month period of August through November, 1971.

Table 19.--Major countries of origin and destination, processed imports and exports of shark fins, Singapore, 1971

	Volume (M.T.)	Percent of total
<u>Origin of imports</u>		
Aden.....	7.25	43.9
Indonesia, Makassar.....	3.42	20.7
United Kingdom.....	1.42	8.6
Australia.....	1.30	7.9
East Malaysia.....	1.13	6.9
Ceylon.....	1.02	6.2
Pakistan.....	.50	3.0
Thailand.....	.46	2.8
Total.....	16.50	100.0
<u>Destination of exports</u>		
East Malaysia.....	6.23	54.7
Hong Kong.....	3.32	29.1
Japan.....	1.31	11.5
Brunei.....	.53	4.7
Total.....	11.39	100.0

Table 20.--Major Singapore firms importing and exporting shark fins in processed form, 1971

Name of firm	Imports	Exports
	Metric tons	
Hak Huat Trading.....	5.00	--
Eng Thong Company.....	4.73	--
K. J. Kim Company.....	1.25	--
Chin Huat Chan Company.....	.99	--
Aik Eng Trading Company.....	.97	--
Chye Seng Tannery.....	.92	--
Kim Hing Company.....	.71	--
Hai Sua Company.....	.55	--
Tecke Ann Company.....	.54	--
Leng Lee.....	.50	--
Chin Joo Hong.....	.30	--
Chop Soon Ann.....	.04	--
Total.....	16.50	
Ng Chye Mong.....	--	5.43
Choon Hong.....	--	2.97
Kim Kee Company.....	--	1.02
Hiap Heng Chng.....	--	1.00
Chop Guan Seng.....	--	.36
State Shipping Corporation.....	--	.30
Choo Kim Lee.....	--	.25
Nan Chiong.....	--	.06
Total.....		11.39

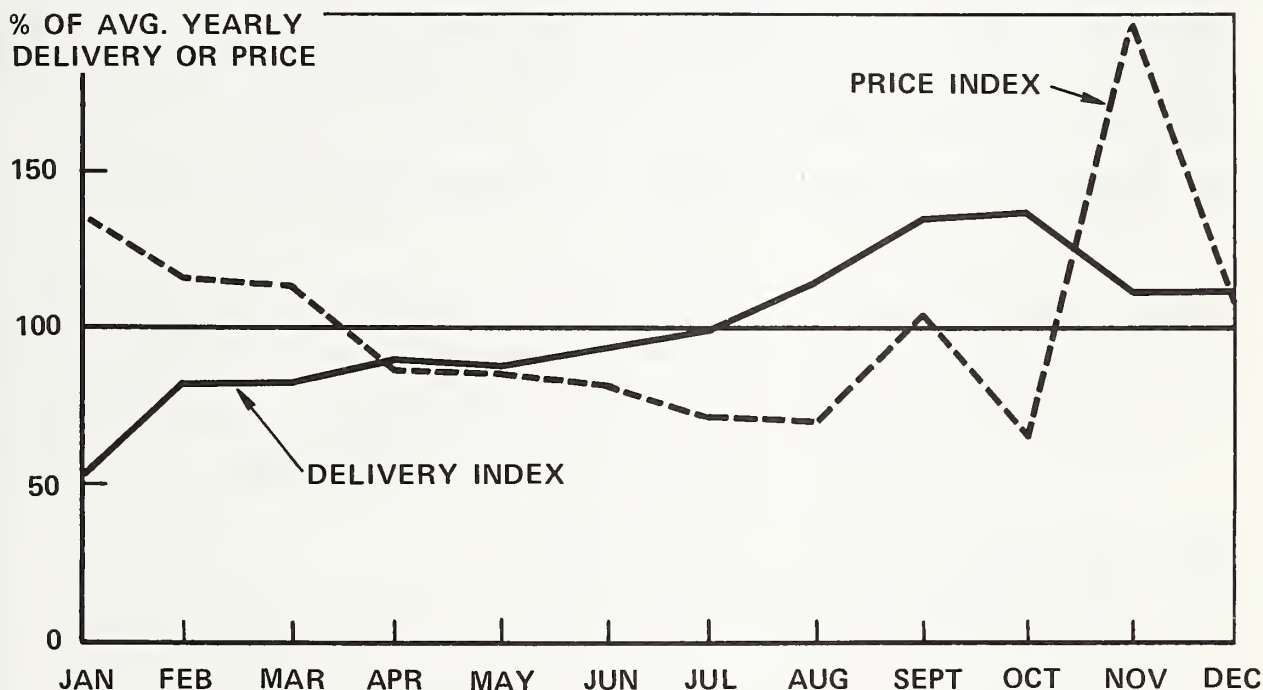
ABALONE, EEL, AND SEA CUCUMBER

Total imports of abalone into Singapore in 1971 amounted to 11.55 M.T. having a value of \$31,451. This represented an average unit price of \$2,723 per M.T. All imports came from Australia, approximately half arriving in November. Only 1.4 M.T. were exported from Singapore destined for East Malaysia, Brunei, and Taiwan. The major importing firms in Singapore were as follow:

	<u>Metric tons imported</u>
Malayan Refrigerating Company	5.84
Winning Corporation	3.18
Ng Chye Mong	2.28
Chop Guan Bee	.14
K. J. Kim Company	.01
Total	11.55

All of the abalone imported from Australia was frozen and packed in cartons. White skinned abalone is preferred, although some shipments of the green lip and black lip varieties were accepted. Prices per lot ranged from a low of \$1,429 per M.T. to a high of \$4,538.^{1/}

Figure 10. Indices of Monthly Deliveries and Prices of SHARK FINS AND MEAT, Singapore, 1971.



^{1/} Note from Appendix Table 26 that 925 British tons of canned abalone were recorded as imported to Singapore in 1971, while 422 B.T. were exported. One importer-exporter indicated at the time of interviewing that his firm had more than 200 metric tons of canned, frozen abalone in free port storage destined for transshipment to Europe. Transshipment activity in the free port probably accounts for the difference between declared imports and exports and those recorded in the S.I.T.C. data as shown in Appendix Table 26.

Only 1.18 M.T. of freshwater eel were imported into Singapore in 1971. This was a highly specialized item, imported in fully processed form, either smoked and boiled or smoked and frozen. The product was imported from Japan, Holland, and Germany. Total value of imports in 1971 was \$5,901, representing an average unit price of \$5,001 per M.T. Prices per lot, depending on the quality of the product and the nature of processing and packing, varied from a low of \$3,361 per M.T. to a high of \$6,212. No processed eel was exported from Singapore. The major importing firms were as follow:

	<u>Metric tons imported</u>
Heap Seng Company	.91
Cold Storage Company	.15
Fitzpatrick's	.10
Ming Court Hotel	.02
	<hr/>
Total	1.18

Sea cucumber (beche de mer) is another specialty marine product in demand in Singapore. Imports into the market in 1971 totaled 15.62 M.T., valued at \$6,599. The product arrives in dried form and originates principally in Indonesia, Papua, Ceylon, and East Malaysia. Average unit price was \$422 per M.T., although individual lot prices ranged from a low of \$60 per M.T. to a high of \$2,143.

The principal importers and exporters of the product are shown in Table 21. All of the exports of sea cucumber were destined for Hong Kong in 1971.

Table 21.--Major Singapore firms importing and exporting sea cucumber, 1971

Firm	Imports	Exports
	<u>Metric tons</u>	
Eng Thong Company.....	10.36	--
Chin Huat Company.....	4.47	--
A. C. Galsta Company.....	.59	--
Lao Chin Tai Company.....	.20	--
Choon Hong.....	--	1.45
Chop Sing Long.....	--	.20
Total.....	15.62	1.65

Unfortunately, the inward-outward declaration statistics did not include a detailed breakdown for the four species--pompano, grouper, lizard fish, and skipjack. They are included in the combined category "fish meat, unspecified," and represented 414.24 M.T. imported in processed form. Data for the Jurong fish auction market, representing unprocessed deliveries of these species, were

not available. In the absense of the detailed data for these species, no analyses could be made. Some additional data was obtained about these species from traders, and is included in Section III.

FISH SAUCE (NUOC MAM)

Data were not available in the Singapore inward-outward declarations relative to this product. It is a popular product in Vietnam, and was suggested as one which might be exported. Consequently, importers of fish sauce were sought out in Singapore and the information below was obtained completely from personal interviews with the two major suppliers in the market.

Singapore utilizes about 2 million imperial gallons of soybean and fish sauce combined per year.^{1/} Approximately 500,000 gallons of this is fish sauce, very popular with the Teochew Chinese community in particular.

Fish sauce is imported primarily from mainland China, Hong Kong, Swatow, and Thailand. The product from mainland China is the traditional one, and has been popular in Singapore for generations. One importer doubted if Vietnam could penetrate the Singapore market with Nuoc Mam since (1) the Chinese community might not accept a product different from the traditional quality and taste they are accustomed to and (2) the price of the Chinese product when the raw ingredients from the mainland are blended in Singapore is so low it is highly improbable that Vietnam can compete. Apparently the mainland Chinese are zealously guarding this export market, even to the extent of engaging in loss-leader pricing at times.

Total value of the imported fish sauce was estimated at \$838,050 in 1971. Approximately 520,424 imperial gallons were utilized in the market, thus average unit price was \$1.61 per imperial gallon. There is a 20 percent ad valorem duty on all fish sauce imported from any country. One importer was interested in investigating Vietnam's product and prices, as described in Section III. Fish sauce is blended and bottled in either 27 fluid ounce bottles or the popular 600 cubic centimeter bottles.

^{1/} One imperial gallon equals approximately 1.2 American gallons. The former displaces 277.42 cubic inches while the American gallon requires 231.

SECTION III

OVERVIEW OF THE GENERAL BUSINESS AND GOVERNMENTAL CLIMATE IN SINGAPORE^{1/}

The government of the Republic of Singapore has, in recent years, implemented a number of measures designed to stimulate Singapore's growth as an industrial and financial center. To encourage the establishment of factories to produce items not already manufactured, the government has instituted a program whereby pioneer certificates are issued to industries manufacturing commodities not already available in Singapore or commodities inadequate for local requirements or produced primarily for export. The principal privilege of pioneer status is exemption from company income tax.

Full details of the privileges offered companies granted pioneer status are found in the Economic Expansion Incentives Act of October 1967 (Relief from Income Tax), and its Amendment Act of 1970. By way of summary, tax relief for a pioneer industry is granted for 5 years. Dividends received from pioneer enterprises and export enterprises are exempt from income tax. There is no restriction on the amount of capital that may be imported into Singapore, or on the remittance of profits and repatriation of capital in the currency of the original investments. Nonresidents with external accounts may remit their deposits at any time without restriction. Double taxation relief arrangements have been concluded with several countries, including Malaysia, Japan, the United Kingdom, Australia, Denmark, Sweden, and Norway. Negotiations were in progress with the United States and West Germany at the date of the publication cited above. Part IV of the Economic Expansion Incentives Act also provides tax incentives for export-oriented enterprises long established in the Republic with a view to accelerating their growth and expansion. Profits earned from the export of approved products are effectively taxed at a concessionary rate of 4 percent, which is one-tenth the normal rate.

IMPORT REGULATIONS

The Imports and Exports Department of the Ministry of Finance has jurisdiction in matters pertaining to imports. No import license or quota restrictions exist for most goods. In fact, import duties are not charged for fish or forestry products entering Singapore. The one exception found by the ERS team in Singapore was a 20 percent ad valorem import duty on fish sauce. The explanation given was that the major portion of this product was imported from mainland China.

^{1/} The information in this section was extracted from the excellent report, Business Guide to Singapore, prepared by the Charter Bank, Battery Road, Singapore.

However, for statistical purposes, all goods imported into Singapore must be registered and declared. Imports from Rhodesia and South Africa are prohibited. Imports from Albania, Cuba, Czechoslovakia, East Germany, North Vietnam, People's Republic of China, and the People's Republic of Mongolia are subject to special import licensing.

Payment for Imports

The Foreign Exchange Control Department of the Ministry of Finance has jurisdiction in matters of foreign exchange. Every import license guarantees the necessary foreign exchange for the merchandise it covers. Foreign exchange is granted automatically for merchandise not requiring a license. There are no restrictions regarding the manner of payment for imports. There is, however, a time restriction of 6 months usance for drafts drawn under documentary letters of credit; this does not apply to drafts sent forward on a collection basis. If there is an unusual delay in the remittance of payment for an import, the Controller of Foreign Exchange may call for documentary evidence of that import.

It is customary for drawees to pay sight drafts or accept time drafts only upon arrival of merchandise. Importers may remit payments in advance for goods imported from outside the scheduled territories only with the prior approval of the Controller of Foreign Exchange. No prior approval is required if the goods are enroute to Singapore, even though they have not arrived at the time the remittance is effected. Documentary letters of credit for permitted imports may be opened without prior approval of the Controller of Foreign Exchange provided reimbursement is to be effected only after shipments have been made. When imports require an import license and advance payments are demanded, the authorities will give their decision on both points at the same time.

There are no restrictions regarding the payment in U.S. dollars for merchandise originating in or shipped from countries not within the scheduled territories. There is no maximum rate of interest in connection with collections.

Customs Procedure

Customs and excise duty is payable only on goods imported into or manufactured in Singapore as specified in the Customs Duties Order, 1969. Such goods are specified in the Singapore Trade Classification and Customs Tariff, 1968, which is based on the Brussels Tariff Nomenclature.

Imported goods may remain on the Singapore Port Authority Wharf free of charge for 3 days. Thereafter, storage charges are incurred. Goods not cleared within 3 weeks are liable to be sold by public auction.

RE-EXPORTS

Generally, goods in transit or being re-exported through Singapore do not require a license and need not be cleared through Customs. For goods under quotas, a re-export license (as well as routine Customs checks) may be required.

The world demand for shrimp and prawn is so strong that the subject dominated all but a few of the 21 interviews held with major fish products traders in Singapore.^{1/} Trade in shrimp and prawn in Singapore is of two distinct types (1) purchases of fresh, chilled shrimp and prawn for local consumption or further processing and (2) purchases of frozen, whole, semiprocessed or fully processed shrimp and prawn principally for re-export to other markets.

Chinese fish traders, operating primarily out of the Singapore fish auction market at Jurong, dominate trade in fresh shrimp. The Jurong auction operates daily beginning at 3 a.m. Most of the boats arriving are smaller ones from Malaysian or Indonesian waters. Many of the traders own these boats, or have 50-60 percent interest in them, with the masters and crew owning the balance. Others have "tied contracts" with associate firms in Indonesia, Malaysia, Hong Kong, or Japan.

Time and time again these traders emphasized that the trade wants fresh, whole, chilled fish, including shrimp and prawn. They stated that the distance between Vietnamese waters and Singapore was great, and felt that Vietnamese trawlers could not compete with local trawlers for the market from the point of view of freshness and price. However, all of the traders were quick to point out that they were referring to the market at this time of year.

One concludes from their remarks that fresh and frozen shrimp and prawn are in very short supply in Singapore from September through February, prices are very favorable, and that the dealers are interested in investigating possible sources of supply from Vietnam during those months. The statistics presented in Section II substantiate this conclusion. The smaller boats and trawlers from Malaysia and Indonesia do not operate during this period of heavy monsoon rains and storms. Consequently, Vietnamese trawlers should consider Singapore a potentially profitable market during this period, which coincides with Vietnam's heaviest shrimp and prawn harvest months.

A second point made by several of the Chinese traders adds credence to the above conclusion; they expressed keen interest in knowing more about Vietnam's new capital investment law. They seemed willing to investigate joint capital ventures or to develop tie-in contracts with "associate firms" in Vietnam if such agreements offer mutually beneficial opportunities. The purpose is to assure a constant, reliable source of supply of shrimp and prawn which can be used to complete profitable sales to known buyers now under contract or potential contract buyers.

^{1/} Seventeen firms were selected for personal interviews based on the volume of business recorded for them by the Singapore Department of Primary Production. Repeat interviews were held with four of the firms in order to obtain additional data or clarification of information obtained from other sources.

The reproduction of notes taken during interviews discussed below point up this interest.

1. Interview with Mr. Chua Cheng - August 3 and 10, 1972
Kim Sin Guan Huat Fishing Industry Company
3 Beach Lane
Singapore
Telephone 34918 or 24828

"Used to buy threadfin and shrimp from Vietnam from 1954 until the war in 1964;" he had tie-in with an associate company at one of the fishing ports in Vietnam; he is interested in a joint capital venture if terms and guarantees of recovering profits and capital are sufficient. (Mr. Le Dung Dan furnished Mr. Chua a copy of the new Vietnam capital law passed in June 1972, during our second meeting on August 10.)

Chua insisted that the Vietnam Government cut red tape, and that all obstacles be cleared to allow him to negotiate terms directly with fishing industry representatives on a sound business basis. He complained about keen competition in Singapore, mobility of buyers in the strong world market for shrimp and prawn, the need to recover capital invested in boats in 2 years, and difficulty of obtaining long-term selling contracts, thus the need to recover money quickly.

Chua thinks that, with technical assistance, Vietnam can penetrate the Singapore market again with items like red snapper, threadfin, shrimp, and prawn. Shrimp and prawn can be shipped to Singapore for further processing and re-export to Europe, or Vietnam can ship directly to Japan and the United States if standards are met and supply guaranteed and maintained.

Chua has close contact with a shrimp freezer-processor-storer in Singapore who ships to Japan, England, the United States, or the best market. Chua buys at Jurong and other auctions, or delivers from his own boats^{1/} in large lots. Currently receiving S \$4.80 - S \$5.00 per kati at Jurong for fresh banana prawns from his ships (this is approximately U.S. \$2,905/M.T. since a rough estimate used is 1,660 katis = 1 M.T.; therefore, S \$4.90 x 1,660 = S \$8,134 ÷ S \$2.8/U.S. \$ = U.S. \$2,905).

^{1/} Chua's company has interest in 30 small trawlers; joint ownership common now. Company holds 50-60 percent interest; master or master and crew own balance. Chua's company furnishes market; they share proceeds of catch based on proportion of capital invested.

2. Interview with Mr. Ngoh
Chye Seng Marine Products Company
50 Jalan Tepong (Jurong Fishing Port)
Singapore 22

Mr. Ngoh suggested that fish must be unprocessed (for Chinese market); he was talking about white pomfret, black pomfret, threadfin, Spanish mackerel, and shrimp and prawn. He emphasized that they should be fresh, chilled, whole, and not immersed in water, but surrounded by chipped ice. He indicated that prices at the Jurong auction market are highest from November through January when monsoons influence fishing catches from Malaysia and Indonesia.

Mr. Ngoh has these suggestions for the Vietnam industry:

- (1) Before trawlers sail, contact the Trade Division of the Singapore Ministry of Finance to obtain permission to land. Preferably, photographs and size descriptions of the trawlers should be forwarded with the request to land.
- (2) Notify fish dealers at Jurong of intended date of landing and probable species of catch.
- (3) Leave fish with dealers to be auctioned; once auction is completed, dealers pay cash to master, less 10 percent sales commission.
- (4) Sell a shipment over a 2-3 day period to prevent flooding of market. This is normal time for trawler to resupply, give crew shore leave, etc., before return trip.

Information obtained from several other interviews pointed up the strong tradition among the Chinese fish traders of buying only through the auction or on consignment. A list of the 66 members of the Singapore Fish Merchants General Association, their addresses and telephone numbers, and the names of the general managers of each of the firms is included as an appendix to this report. It is significant, and bears repeating here, that these 66 fish merchants handled approximately 6,500 M.T. of the 9,400 M.T. of shrimp and prawn that entered the Singapore market in 1971; this represents 69 percent of the total.

The Chinese traders also expressed an interest in receiving sample shipments of dried shrimp and prawn from Vietnam. Samples of the products being sold in the Singapore market were obtained, explanatory notes attached, and the samples were given to USAID personnel in Saigon for discussions with Vietnamese counterparts.

Interviews with two firms resulted in the following information about dried shrimp. The firms and their operators were:

1. Mr. Lim Wee Boon
Nam Seng (Import and Export), Pte., Ltd.
40 Carpenter Street
Singapore
2. Mr. Tan or Mr. Tay
Guan Say
2-3 Fish Street
Singapore 1

The total market is estimated at an average of between 50 to 100 pikuls of dried shrimp per day; this would be equal to 4.5 M.T. per day, or 1,640 M.T. per year. This seems to be a reasonable estimate based on official government statistics which show that 1,313 M.T. of salted, dried, or boiled crabs, lobsters, and prawn were imported into Singapore in 1971. Shrimp and prawn were by far the largest component of these imports. The Guan Say Company said they alone receive 10 M.T. per month average. The Nam Seng Company imports their dried shrimp and prawn from India and Indonesia. Price varies with the quality (size and water content); the larger, dried shrimp command the highest price. Nam Seng prefers a lightly salted product; some processors heavily salt the product to cover up flavor of stale shrimp used; this is highly undesirable. No prices were quoted; unit values per M.T. from the Standard International Trading Code (SITC) data varied from a low of \$542 from West Malaysia and Pakistan to a high of \$4,289 per M.T. for a shipment of high quality dried shrimp from Australia in 1971.

Processed Shrimp and Prawn for Re-Export or Transshipment

The total imports of shrimp and prawn into Singapore in 1971 (9,429 M.T.) included approximately 2,900 M.T. that arrived in some processed form. More than 2,400 M.T. of this amount were transshipped to other markets. Generally, these products arrived frozen and highly standardized as to quality, size, and pack. They commanded the highest prices per unit. The following interviews were with the two largest transshippers in Singapore.

1. Mr. B. A. Johnson, Controller
Cold Storage Group of Companies
Refrigerated Foods and Exports Division
Empire Dock, Keppel Road
Singapore 4
2. Mr. P. Proctor, General Manager
Malayan Refrigerating Company
200 Cantonment Road
Singapore 2

Mr. Johnson (Interviews held August 15, 16, and 22, 1972)

Mr. Johnson expressed high interest in possible trade with the Vietnam fish industry for the following: shrimp and prawn, lobster, cuttlefish, squid, and abalone. He also considered snapper, mackerel, and shark fins to have good possibilities.

Johnson emphasized, for shrimp and prawn, that Singapore has a big shortage of supply in the market. Cold Storage Group acts as agent, storer, and transshipment point; does no processing of its own. Johnson has a large file of unfilled buyer requests from Switzerland, England, France--even Japan very active despite the cost of back shipping.

He emphasized that Singapore has much underutilized its shrimp processing capacity. Thus, Vietnamese trawlers could move west from Saigon, freezing the product for the transshipping firm under contract specifications as they move, then hold last two trawls fresh for auction to local processing firms or buyers in Singapore.

Taiwan has first "mother ship" operating out of Singapore this month, with five or six smaller boats, experimenting with catches and market. If all works well, Taiwan is prepared to locate five "mother ship" flotillas in these waters.

Cold Storage Group prefers to buy headless, shell on, glaze frozen shrimp and prawn in a polyethylene wrapped, 5-pound block, in waxed carton, six blocks per shipping carton (30 pounds net). There is also a big demand for headless, peeled, deveined, and individually frozen jumble packed shrimp and prawn. In fact, the market is so strong, according to Johnson, that he can sell any decent quality. Example: he has orders for very small shrimp (300 per pound or smaller--even broken) for French and English markets. The French want them headless, shell on, steamed; they even provide food coloring to turn white shrimp a preferred red or pink color in the steaming process.

Estimated prices quoted subject to change and/or negotiation for the packs indicated above:

<u>Tiger</u>	<u>Prawn</u>
8-12 per pound	\$4,444 per M.T.
12-15	4,290
15-20	4,158
21-25	3,322
25-30	3,190
31-40	2,530

Mr. Proctor (Interviews held August 11 and 18, 1972)

Mr. Proctor gave nearly identical comments as Mr. Johnson relative to world demand and the strong demand in Singapore in the face of limited supply. Malayan Refrigerating Company is very much interested in a source of supply in Vietnam, not for the Singapore market, but for sale to Japan, Australia, the United States, and England. They require processed shrimp and prawn meeting U.S. and London health requirements regarding bacteria counts in the finished product (no bacteria count requirements are specified for the Singapore market).

The Malayan Refrigerating Company prefers shrimp and prawn headless, shell on, 5-pound pack, glaze frozen, and top layer nested; will accept any count less than 50 per pound. They also have a good market in London for cooked, head off, shell on, shrimp in 1-pound and 5-pound containers for English consumers who peel and eat.

As to estimated prices, company people cabled from London "that it is difficult to give prices without seeing samples. We hope you can arrange samples as soon as possible."

Various varieties, headless, shell on, 5-pound,
frozen block

26-30 per pound	\$3,900 per M.T.
31-40	3,200
41-50	2,500
51-60	2,150
61-70	1,650

Various varieties, cooked, peeled, deveined,
5-pound, frozen block

81-120 per pound	\$1,760 per M.T.
121-200	1,980
201-300	1,650

Threadfin, Snapper, and Mackerel

A number of interesting trade facts were recorded during the interviews held with the larger traders. Since the interviews were fairly open-ended and only structured at the beginning based on prior knowledge of the firm's volume traded of a particular species, information about other species was often volunteered. This information was probed by the interviewers, and relevant facts were recorded only after verification (cross-checks) in subsequent interviews.

1. Mr. Lee San Leung
686-B West Coast Road
Singapore 5

"The fish market (in Singapore) shows an increasing trend. In terms of value, the market (for our firms) has been increasing 40-50 percent annually." Mr. Lee indicated there was a strong upward trend in fish prices in Singapore because of (1) increasing population and (2) increasing living standards. Threadfin is a popular item with fish retailers in Singapore because they can make a 50 percent profit on it. Mr. Lee thinks that the nine Singapore owned trawlers can catch enough red snapper to supply the present domestic demand for fresh snapper. He did express an interest in dried and salted red snapper, which he says is quite a delicacy among the Chinese population. Although Mr. Lee did not specify a price for the product, a simple average of unit prices recorded from the inward declarations for salted, dried, and rolled marine fish (mixed species including snapper) in 1971 was \$1,092 per M.T.

Mr. Lee also trades regularly in grouper and pomfret. He thinks these are available in Vietnam waters and is interested in locating reliable supplies. White pomfret sells for \$5,324 to \$5,918 per M.T. during the Chinese festival seasons of January, February, June, and August. In other months the price varies from \$2,948 to \$5,324 per M.T., depending on quality and pack. Black pomfret is worth about \$1,188 per M.T. Mr. Lee's company has a demand for about 6 M.T. of the two varieties of pomfret per day. Grouper sells for \$572 to \$1,188 per M.T. No quantity needs were specified.

2. Mr. Ngoh
Chye Seng Marine Products Company
50 Jalan Tepong
Singapore 22

Mr. Ngoh indicated that threadfin, Spanish mackerel, white pomfret, black pomfret, and grouper are very popular in Singapore. Prices for these species are highest from November to January due to the scarcity of supply resulting from the monsoon rains.

Chye Seng Marine Products Company had daily sales of about 6 M.T. of threadfin and 6 M.T. of Spanish mackerel at the time of the interview. Mr. Ngoh expressed a fear that threadfin from Vietnam might be of the "hard flesh" variety, which he considers less desirable in the market. He specified a preference for threadfin weighing 10-15 katis (13-30 pounds) each, fresh chilled and eviscerated. He was paying the equivalent of \$1,078 to \$1,188 per M.T. for threadfin meeting those specifications in August.

Mr. Ngoh mentioned that Thailand was trying to enter the Singapore market with the species mentioned above, plus sea bream, red goat fish, lizard fish, trevally, catfish, and jew fish. He indicated that the Thais were packing these species in wooden boxes 2 feet times 1-1/2 feet times 5 inches. About 30 katis of fish (40 pounds) are packed per box. Mr. Ngoh warned that, if not properly handled, i.e., kept properly chilled, the fish become stale and are a drag on the market, causing prices to be heavily discounted. He quoted discounted prices of \$589 to \$781 per M.T. paid for these species which arrived in Singapore in poor condition because of improper packing and chilling.

Mr. Ngoh sells between 1,000 and 1,400 pounds of pomfret per day. His company also sells about 500 pounds of grouper per day. These species should weigh between 1-1/2 to 4 pounds each and should be left whole. The trade demands that they not be eviscerated.

3. Mr. T. K. Koh
Tai Wee and Company
45 Market Street
Singapore

About 8 years ago Tai Wee's Associate Company, the Sin Guan Huat Company at Jurong, signed a contract agreement with the Vietnam government to receive fish. The war interrupted flow of that supply from Vietnam waters. Sin Guan Huat has its own fleet of 50 or 60 trawlers.

Mr. Koh suggested that, if the Vietnamese were to export again to Singapore, they should concentrate on threadfin, Spanish mackerel, white pomfret, and black pomfret. He said the Malays buy large quantities of these species to use in their many curry preparations. He reiterated what others have said about higher prices in October to February because of the monsoons.

Mr. Koh mentioned that costs of transportation and chilling (or storage enroute) from Vietnam would reduce the profitability and must be deducted from market prices quoted. He estimated chilling and storage costs enroute to be about \$12.50 per M.T. (as mentioned earlier in this report, shipping costs from Saigon to Singapore in reefer storage on coastal vessels were estimated at between \$80 and \$120 per M.T.).

Tai Wee and Company has a signed contract with mainland China to receive regular shipments of frozen mackerel, pomfret, and squid. These come in whole, packed in cartons weighing 20 kilograms (44 pounds). Since they are appointed the sole agent, they cannot enter into agreements with other exporters to receive those products.

4. Mr. Koh
Lian Guan Hang
23 Boon Tat Street
Singapore 1

This company has a branch office in Indonesia and a fleet of trawlers there. They were importing daily by air freight between 2 and 2-1/2 M.T. of each species from Surabaya, Indonesia, at the time of the interview. There is a concessional freight agreement between the company and Garuda (Indonesian) Airways of \$143 per M.T. for these shipments. The fish are packed in 55-pound cartons.

Mr. Koh indicated that his company would be interested in importing threadfin, Spanish mackerel, and pomfret from Vietnam. He would be willing to buy 3 M.T. per day of each species. It is preferable to pack the fish in wooden crates of 50 kilograms (110 pounds) if the fish are shipped by trawler. The fish should be properly chilled and maintained, but not frozen. If the fish are to be air freighted from Vietnam, they must be packed in plastic containers, chilled only.

Threadfin should be shipped whole but eviscerated (i.e., with head, scales, and fins intact). He prefers that white pomfret and Spanish mackerel be shipped whole but untouched (i.e., not eviscerated); they must be very well chilled. Mr. Koh quoted prices he was paying in August 1972 as follows:

Spanish mackerel - \$267.86 per M.T.
Threadfin - \$535.71 per M.T.
White pomfret - \$642.86 per M.T.

Mr. Koh stipulated terms of trade as follows:

1. Vietnamese exporter must give quotation CIF.
2. The means of transportation must be indicated.
3. The fish must be guaranteed fresh.

On the latter point he said he knew that the Joo Seng Company has been importing fish air freight from Vietnam since early in 1972. The trade has not been as profitable as anticipated since many times the fish are stale when they arrive in Singapore, even though they are shipped iced in plastic containers. He hypothesized that (1) the air flights from Vietnam have often been quite late in leaving and (2) the fish are not air freighted immediately upon arrival at the airport in Vietnam.

5. Mr. B. A. Johnson, Controller
Cold Storage Group of Companies
Kepel Road, Empire Dock
Singapore 4

Cold Storage Group would be interested in Vietnam's ability to supply filleted snapper and mackerel. They prefer them block frozen in 7-pound packages (no quantity demanded or price data were given).

6. Mr. Tan Hui Chong
Taiyo Fishing Company, Ltd.
50-A Boat Quay
Singapore 1

Mr. Tan suggested that the Singapore market has a very strong potential to absorb Vietnam threadfin, snapper, and pomfret. Japan is an excellent market for Spanish mackerel and red snapper, in his opinion. (Again, no quantity or price estimates were given.)

Lobster and Crayfish

Malayan Refrigerating Company in Singapore handles between 3 and 4 M.T. of lobster per month. They prefer whole, cooked lobsters, 14-16 ounces each. If the preferred sizes are not available, they do buy lobsters as large as 18-20 ounces each, but these only represent about 10 percent of the market demand. Consequently, premiums are paid for the 14-16 ounce size. The supply for the Singapore market comes principally from Australia and New Zealand. (No prices were quoted.)

Cold Storage Group expressed a preference for 12-16 ounce lobsters, whole, cooked. These go primarily to the institutional trade. Cold Storage Group owns lobster processing facilities in Australia. It also has a good market for frozen lobster tails, shell on, 4-6 ounces each, individually wrapped in polyethylene, packed in 20-pound wooden crates. The market is principally the United States and its possessions.

The Singapore manager of Taiyo Fishing Company indicated that processed springtail (bulldozer or slipper) lobster tails, frozen and packed, bring a good price in the United States. The Singapore domestic market requires live, chilled lobsters and crayfish.

Squid and Cuttlefish

1. Mr. Lim Wee Boon
Nam Seng Import and Export, Pte., Ltd.
40 Carpenter Street
Singapore

Mr. Lim indicated most of the squid he imports come from North and South Korea, with smaller quantities coming from mainland China. The dried squid which come from Korea are of better quality and command a price of about \$1,364 per M.T. Nam Seng Company is presently importing dried cuttlefish from Thailand. They have the skin on, are of low quality, and only command a price of \$594 per M.T.

2. Mr. Stephen Soon
Eng Thong Company, Pte., Ltd
74 South Bridge Road
Singapore

Mr. Soon took the position that squid is readily available in neighboring seas and that an abundant supply exists in the Singapore market. Therefore, he felt it would not be economically sound for Vietnam to consider exporting squid to Singapore.

3. Mr. B. A. Johnson
Cold Storage Group of Companies
Empire Dock, Keppel Road
Singapore 4

Mr. Johnson furnished data about transshipments of cuttlefish. He indicated that, in addition to the declared exports of cuttlefish (see Section II, pages 26-28), transshipments through the Singapore free port probably average 100 M.T. per month. He seemed to think this market should be investigated by Vietnam. Also, there is a new cannery in Singapore. Cold Storage Group was holding 400 M.T. of frozen squid and cuttlefish for the cannery in its warehouse on August 15, 1972. Mr. Johnson indicated that the cannery thaws the product, processes it, and cans it. The raw product arrives from Taiwan 80 percent dried. Although it only needs cool storage, the cannery is paying for frozen storage to assure quality maintenance.

Mr. Johnson indicated that a strong local demand exists for white cuttlefish clowns with the skin off. He said he also has back orders for this product at good prices for re-export to Monaco and France.

Shark Fins and Meat

1. Mr. Lim Wee Boon
Nam Seng Pte., Ltd.
40 Carpenter Street
Singapore

Mr. Lim indicated that shark fins are currently being imported mainly from Indonesia, Japan, and Hong Kong by firms that supply his company. Small quantities also come from Russia and Egypt. His company is currently paying an average price of \$2.11 per pound (\$4,642 per M.T.) for average size, dried, clean-cut fins, deboned and skinless. Dorsal fins of superior quality prepared as above bring the highest price, \$3.62 per pound (\$7,964 per M.T.). Medium to large fins meeting the specifications above average \$2.82 per pound (\$6,204 per M.T.), while large fins bring \$3.01 per pound (\$6,622 per M.T.).

2. Mr. Stephen Soon
Eng Thong Company, Pte., Ltd.
74 South Bridge Road
Singapore

Mr. Soon called attention to the fact that Vietnam has been exporting shark fins to Singapore this year. The first shipment arrived early in the year. The second cargo was diverted to Hong Kong because of a better price. Eng Thong Company has a market for 1/2 M.T. of white shark fins every 2 months. No prices were quoted.

3. Mr. B. A. Johnson
Cold Storage Group of Companies
Keppel Road, Empire Dock
Singapore 4

Mr. Johnson thinks shark fins are a very good possibility for Vietnam to consider. The market in Singapore is obviously for the prepared or processed fins. Prices are too low for shark meat and oil in Singapore to pay the freight from Vietnam. Cold Storage Group prefers dried fins, skinned and boned. Occasionally the company will import the frozen, whole fin for skinning and boning locally, but at heavily discounted prices. No prices were quoted.

Abalone, Eel, and Sea Cucumber

1. Mr. Ng
Ng Chye Mong
220 Rochore Road
Singapore

Mr. Ng described the preferred standards for abalone in the Singapore market: fresh frozen, white in color (black skinned and gray skinned abalone are not acceptable in the market), well washed, and packed in individual blocks, 2-3 pieces per pound preferred. The C.I.F. values of frozen abalone meeting these specifications at the time of the interview in August was \$1.60 per pound (\$3,520 per M.T.). Ng Chye Mong Company sells between 600 and 700 pounds of this frozen product to Singapore restaurants and hotels annually. These are supplied from Australia and Mexico.

Australian tinned abalone is classified into three grades:

- 1st grade - White, four inches in diameter, packed four dozen, one-pound tins per carton. Price: \$1.20 per pound or \$2,640 per M.T.
- 2nd grade - Slightly black, four inches in diameter, four dozen, one-pound tins per carton. Price: \$1 per pound, \$2,200 per M.T.

3rd grade - These are smaller black skinned abalone, two inches in diameter, that come from Mexico. They have been well washed so that they resemble the 2nd grade in color. Additional freight and processing raises the price to \$2.11 per pound, \$4,642 per M.T. The smaller size is preferred in some segments of the market.

Mr. Ng said his company's annual volume of tinned abalone is currently about 10 M.T. He also indicated that the Australian and New Zealand Governments have recently banned the harvesting of abalone in their waters. This will lead to sharp increases in price within 6 months to a year in Singapore. Mr. Ng is very much interested in Vietnam's ability to supply the product. He prefers to deal directly with the Vietnam exporters and not through commission agents. He will accept samples anytime for negotiation; suggested that green lipped abalone in plastic bags, block frozen and packed 20 pounds per carton (1-3 abalone per pound) will bring a high price.

2. Mr. P. Proctor
Malayan Refrigerating Company
200 Cantonment Road
Singapore 2

Malayan Refrigerating has a transshipping market demand of 3-5 M.T. of abalone per month. These are block frozen, but must be white skinned for the European market (black skinned are absolutely not acceptable). Price is very competitive; no prices were quoted.

3. Mr. B. A. Johnson
Cold Storage Group of Companies
Empire Dock, Keppel Road
Singapore 4

Mr. Johnson indicated a very strong market exists for abalone, both locally and worldwide. The Mexican varieties have captured the Asian market. The Singapore market prefers the canned pack; however, restaurants buy frozen. Must be white skinned. Mr. Johnson has had inquiries from local canneries for 20 M.T. shipments. He believes, with the European market and local demand, the Singapore processors can handle and market at good prices up to 360 M.T. of frozen abalone per year.

4. Mr. Ong
Heap Seng Company
283 Orchard Road
Singapore 9

Heap Seng Company only imports fresh water eel from Japan. This is the cooked, central portion of the eel, and is sold to the Japanese community in Singapore. It is shipped frozen, 5-6 pieces per plastic

bag, 75 bags per carton measuring 20 x 14 inches. Mr. Ong said he was paying a good price currently from Japan, C.I.F. about \$3,000 per M.T. His margin is 20 percent on the product. He is importing about 6 M.T. of the product per year, at least half of which is transshipped to Indonesia and Malaysia.

Mr. Johnson, from ColdStorage Group, pointed out that only soft skin, fresh water eel can be sold in Singapore. He believes that Holland has the best product, although New Zealand is promoting their product now. He said that, if Vietnam has the soft skin variety, they might find Singapore a profitable market for limited quantities.

5. Mr. Sng
Choon Hong
51 North Canal Road
Singapore

Sea cucumber importers sell their product by auction at Jurong. Two types are imported into the market--white and black. Indonesia ships primarily black, while India exports white. The Indonesian black cucumber is preferred; they are shipped dried, and run about seven pieces per pound. Large white cucumbers are packed 2 to 2-1/2 pieces per pound, while medium whites run 7-8 per pound. Prices vary greatly depending on quality (moisture content) and size; Choon Hong has paid as low at \$330 per M.T. and as high as \$3,000 for superior quality. Mr. Sng believes a Vietnam product can only be sold on consignment since it is an unknown product in the market, and quality is very important in traders' acceptance.

6. Mr. Stephen Soon
Eng Thong Company, Pte., Ltd.
74 South Bridge Road
Singapore

Mr. Soon's company has imported sea cucumbers from Ceylon, India, Indonesia, the Middle East, and Africa, but never from Vietnam. Those arriving from Ceylon, Africa, India, and the Middle East are packed in individual polyethylene bags and shipped in burlap bags. Indonesia ships their product in wooden cases. Prices range from \$.14 per pound to \$1.61 depending on quality and size.

New Zealand and Australia have been trying to penetrate the Singapore market with their cucumbers in recent years; the venture was not successful because moisture content was too high, resulting in large losses to importers. Mr. Soon said Vietnam firms interested in the possibility of exporting the product should contact Eng Thong's associate company in Vietnam:

Messrs. Hang Kong
180 Dai-Lo Khong-Tu
Cholen, Republic of South Vietnam

Two other fish items were mentioned in the interviews as being potentially profitable for Vietnam to supply. These were dried sea horse and salted ray fish. Mr. Lee San Leung, 686-B West Coast Road, Singapore 5, has a good market for dried sea horse (with eyes intact) in mainland China. Mr. Lee understands that Vietnamese fishermen throw sea horses out of their nets as of no value. He can pay up to \$8 per pound (\$17,600 per M.T.) for this product, which is used as a medicine in China and is in very short supply.

Mr. Tan, Guan Say, 3 Fish Street, Singapore, will buy salted ray fish, eviscerated and headless. He indicated that 5 years ago he imported these from Vietnam, which he says has an abundant supply. Now he imports from Bangkok, and has a market for 180 M.T. per year. He said the Vietnam fish can command \$.30 per pound (\$660 per M.T.).

SUMMARY OF BUSINESS CLIMATE

Summarizing briefly, the ERS team found a very professional business community in Singapore. Business and trade practices are highly organized, rapid, and resemble those of the United States and western European countries, the models from which Singapore's institutions have copied. Importers of fresh fish at the Jurong fish market prefer to operate on a consignment basis. Importers interested in contracting for shipments in some processed form, or for transshipment, will engage in accepted international trade practices utilizing bills of exchange and letters of credit.

A majority of the businessmen interviewed in Singapore called attention to several problems encountered in trading with Vietnam in previous years. They compared it to present difficulties being encountered in trading with Indonesian firms. Their appeal was for elimination of export country governmental "red tape," duplicity, and interference in normal trade negotiations between exporters and importers. They desire freedom to negotiate directly with each other on competitive prices and terms, with a minimum of governmental interference. They are suspect of "special deals, tied contracts, special finders' fees," and other similar practices they have experienced in the past. Vietnamese officials would be well advised to take cognizance of this past history, to simplify present trade procedures, and to copy Singapore's model of professionalism in establishing and enforcing simplified trade policies.

SECTION IV

SUMMARY AND EVALUATION

The market for selected marine fish products in Singapore is quite active. Detailed information was available about the market and demand conditions for 12 of the 16 species of particular interest to the Vietnam fisheries industry. Declared imports into Singapore for these species in 1971 equaled 21,961 M.T. and had a value of \$13,203,158. Additional information was obtained by personal interviews with traders for all 16 species of interest.

The Singapore market for fish products is divided into three institutional sectors, each with its particular type of demand and trade characteristics. The largest sector is the fresh fish auction market located at Jurong. This market is characterized as the domestic supply center for fish products arriving primarily from Malaysian and Indonesian waters. Most of the trade is conducted by 66 traders who are members of the Singapore Fish Merchants General Association. Small, local fishing boats arrive with predominantly fresh fish which are auctioned at 3 a.m. daily, or are sold on consignment to a particular importer who may then dispose of them directly or place them in the auction. Complete monthly receipts by species and auction lots were obtained and are analyzed in this report.

Significant quantities of fish and other marine products arrive in some processed form at Jurong and the other deep water harbors in Singapore. This represents the second important market sector for fish products in Singapore. Each lot is declared by the importing firm in customs inward declarations which specify the species, pack, weight, value, origin, and importer. Each declaration for 1971 was analyzed in this study, and those of interest to the Vietnam industry were transcribed. The summaries of these, and similar data for fish species exported, make up an important part of this report.

The third category of fish marketing or institutional sector in Singapore is the free port or transshipping trade. Many of the firms, importers and exporters, operating at Jurong and other harbor locations, engage in this type of activity. No official government statistics are available for this trade since it is free of customs duties and fees. Consequently, the information obtained about that portion of Singapore's trade was obtained by personal interviews with selected import-export firm managers. This trade is predominately in processed fish products, highly standardized to quality and pack specifications.

The most viable marketing possibility for the Vietnam fisheries industry would seem to be sales of semi-processed or fully processed products to importers' specifications in the second and third institutional sectors described above. These traders have cultivated high priced markets, based on many years of demand analysis and merchandising skill, in the Singapore market as well as other markets in the region, in Europe, and in the Americas. The desire of these traders to discuss prices, trade terms, and other market information, and of their interest in contacting potential Vietnam exporters, is well documented in Section III of this report. It deserves special study.

Only one economically feasible export possibility seems available to the Vietnam industry insofar as the unprocessed market at Jurong is concerned. There is an opportunity to supply limited quantities of selected chilled species in the "off season." That is, analysis of seasonal supply, demand, and price data in Section II of this report suggests that Vietnam might find the Singapore market a profitable alternative during the monsoon season when local fishing boats and trawlers do not operate in Malaysian or Indonesian waters. This is at a time of year when the heavy monsoon storms have usually passed Vietnam's waters, and fishermen there are again harvesting large quantities of marine species.

However, the viability of each species alternative must be analyzed carefully using actual harvest and processing cost and shipping data in relation to Singapore importer specifications and firm prices offered. There are some species, such as snapper and mackerel, for which seasonal prices are highest during months of lunar or religious holidays. These have been discussed in detail in the body of the report.

The following table shows the relative importance of imports of the selected species studied in Singapore on an aggregate value basis. This does not indicate which species, pack, or subproduct alternative may be best for a particular firm or fisheries subsector in Vietnam. Nor does it say anything about relative profitability. Only through careful analysis of the data in Sections II and III, and additional study of supply cost in relation to trade offers and prices negotiated with Singapore importers, can evaluations of viable export profitability be determined.

Table 22.--Aggregate value, tonnage, and average unit prices of selected fish species imports, Singapore, 1971*

Species	Value (Dollars)	Metric tons	Average unit price (Dollars)
Shrimp and prawn.....	6,346,595	7,029	903
Mackerel.....	2,898,176	5,235	554
Snapper.....	1,168,757	3,736	312
Squid.....	1,152,954	2,452	470
Threadfin.....	777,123	629	1,235
Cuttlefish.....	352,973	1,432	247
Lobsters and crayfish..	298,834	236	1,266
Shark.....	163,795	1,183	138
Abalone.....	31,451	12	2,723
Sea cucumber.....	6,599	16	422
Eel.....	5,901	1	5,901
Total.....	13,203,158	21,961	601

*Data from Singapore inward-outward declarations only; excludes all trans-shipment data through the free port.

APPENDIX A.--RESEARCH METHODOLOGY

Access to the inward-outward declarations in the Singapore Department of Primary Production, Fisheries Division, saved several weeks of time and many dollars of research resources. Otherwise, the valuable data obtained from this reliable secondary source would have to have been generated directly from interviews, requiring a large sample, much interview probing of a confidential nature, and tedious cross-check interviews for reliability testing.

The method used permitted concentrating on accurate data transcription, tabulation, and analysis. The services of Chinese speaking statistical clerks and interviewers were contracted. Once the secondary data had been obtained, tabulated, and analyzed, the research leader could carefully select a limited number of traders to be interviewed based on their volume of business and share of the market for a given species. This permitted concentration on qualitative variables influencing market trade, the nuances that make or break trade relations. It also permitted more thorough training of Chinese speaking interviewers in the interviewing techniques to be used, and left more time for proper supervision and followup.

One criticism of the methodology, superimposed from outside, is the limited time permitted by the contracting agency for analysis and reporting. Consequently, this report can only be tentative or preliminary. This is true since the Singapore market is only one part of the insular Southeast Asia and Asia markets in general. Trade flows rather freely between these markets; backhauls are not uncommon, especially from the several free ports. Thus, it is important to study the peculiarities, and common practices, used in several markets before final conclusions can be drawn about the most viable ways to try to penetrate one or the other markets since they seem to be interrelated.

APPENDIX B.--SELECTED SINGAPORE FISH DEMAND RELATIONSHIPS

Simple regression analysis was utilized to evaluate the relationship between changes in per capita income in Singapore and changes in demand for selected fish products on a per capita basis. The statistic used to measure changes in per capita income was gross domestic expenditure (GDE) for the years 1967 through 1971. These data were deflated by the Singapore consumer price index using 1967 as the base year. The deflated aggregate GDE for each year was then divided by the population estimate for that year as announced by the Singapore Government.

The statistic used to estimate per capita demand in Singapore was the yearly net import figure for the species being analyzed. Again, the net import values were aggregated, then deflated by the official wholesale price index using 1967 as the base year. Technically, this is not a true indicator of per capita demand since it ignores inventory changes and losses in the marketing system from point of importation to consumption. The latter error is offset somewhat by the fact that the values are computed at CIF (cost, insurance, and freight at the port of entry) wholesale prices. In this analysis all of the supply is classified as "imported," including the 15 percent of total supply landed in Singapore licensed boats.

Several important relationships are seen from the data in Appendix Figures 1, 2 and 3. In Appendix Figure 1 all fish net imports per capita have been regressed against GDE per capita for the 5-year period 1967 through 1971. The coefficient of determination (r^2) was .77, indicating that 77 percent of a change in the dependent variable Y (net fish imports per capita) was associated with a unit change in the independent variable X (Singapore gross domestic expenditure per capita). Or more simply, the independent variable GDE "explained" 77 percent of the change in the dependent variable net fish imports per capita, but 23 percent remained unexplained. The latter was due to the effects of other variables not included in the analysis.

A coefficient of elasticity of demand with respect to income was computed from the data.^{1/} The coefficient had a value of +.78, indicating the important role of fish in the typical Singapore family's diet. In effect the statistic implies that, given a one percent increase in gross domestic expenditure per capita, Singapore citizens will increase per capita demand (as measured by change in the value of net imports) by .78 percent.

1/ The relationship is: $CED_I = \frac{\text{Percent Change in Net Fish Imports Per Capita}}{\text{Percent Change in Gross Domestic Expenditure Per Capita}}$

$$CED_I = \frac{\frac{Q_{nfi_1} - Q_{nfi_2}}{Q_{nfi_1} + Q_{nfi_2}}}{\frac{GDE_1 - GDE_2}{GDE_1 + GDE_2}}$$

The formula used was

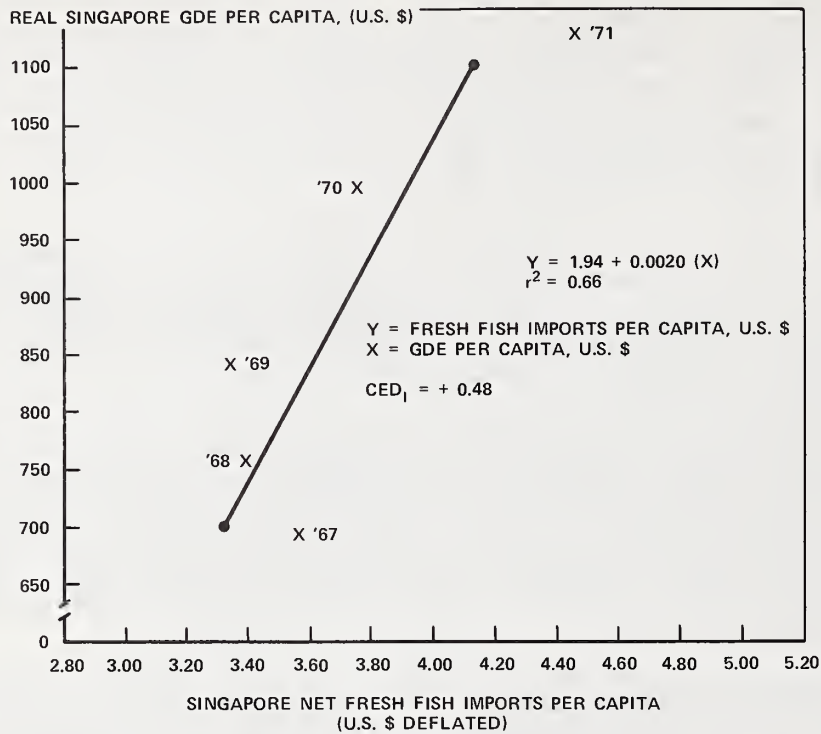
When the net fish import statistics were disaggregated, some important relationships became evident. The demand for high value, processed fish products in Singapore is relatively elastic. The coefficient of elasticity of demand with regard to income for processed fish imports was +1.06, Appendix Figure 2. This indicates that as per capita incomes increase one percent, quantity demanded of processed fish products increases 1.06 percent. The r^2 of .91 for this regression also indicates a high degree of correlation between the two variables, per capita income (as measured by GDE) and quantity of net processed fish imports per capita.

These data are logically consistent since per capita incomes have been increasing rapidly in Singapore in the past decade (9 percent per year on a deflated or real income basis). Then too, populations usually switch to higher protein, higher value products, demanding more preparation and marketing services incorporated in final products, as their incomes rise.

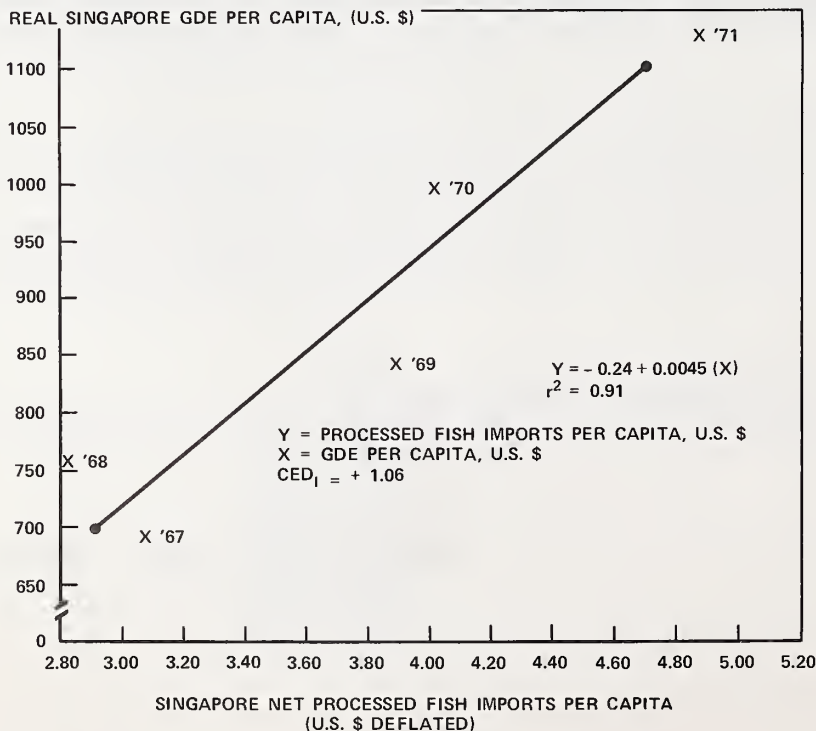
A contrasting situation, but corroborative of the above, is seen in Appendix Figure 3. Here only fresh, unprocessed fish demand has been regressed against per capita income. The demand elasticity coefficient of +.48 is logically consistent. It indicates that as incomes increase one percent, only .48 percent more fresh fish are consumed in Singapore. In other words, the demand for fresh fish is relatively inelastic, given increases in income, while the demand for processed fish products is relatively elastic.

The Vietnamese fishery industry would be well advised to further study these relationships along with a number of pricing variables. It appears as though demand for highly processed fish products will continue to grow in Singapore. The production of such products in Vietnam probably has two advantages: (1) they provide additional employment opportunities and value added in Vietnam, and (2) the processed products sold command higher prices in the importing country, contribute more to foreign exchange earnings, and yield a higher gross return per dollar of freight cost encumbered.

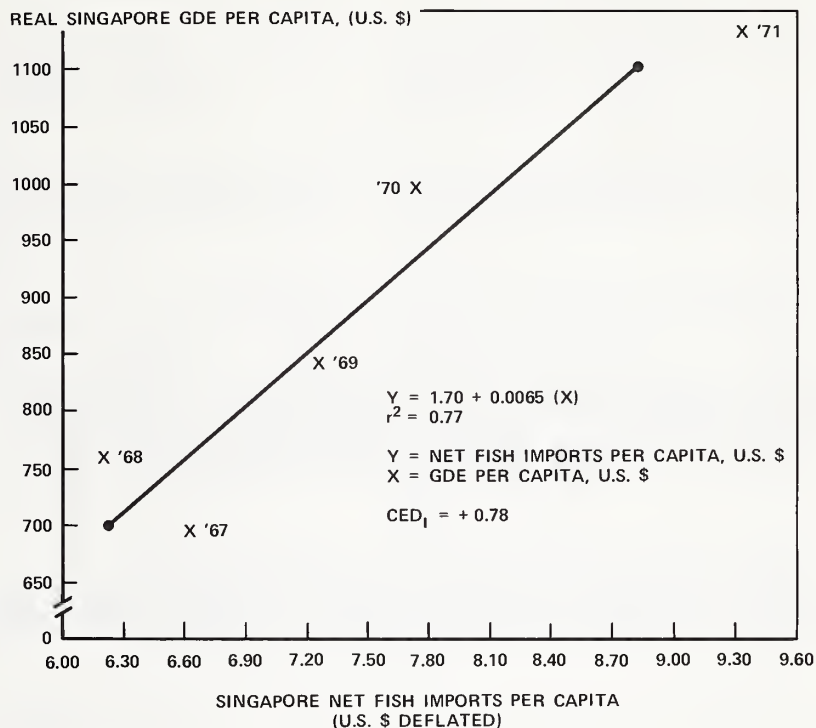
Appendix Figure 1. Relationship Between Gross Domestic Expenditure and Net Fish Imports Per Capita, Singapore, 1967-1971.



Appendix Figure 2. Relationship Between Gross Domestic Expenditure and Net Processed Fish Imports Per Capita, Singapore, 1967-1971.



Appendix Figure 3. Relationship Between Gross Domestic Expenditure and Fresh Fish Imports Per Capita, Singapore, 1967-1971.



APPENDIX C.--IMPORT AND EXPORT STATISTICS FOR SINGAPORE FISH AND
FISH PRODUCTS, BY STANDARD INTERNATIONAL TRADE CODE
DESIGNATIONS, 1967-1971

AND

INDIVIDUAL SPECIES STATISTICS OBTAINED FROM THE
REPUBLIC OF SINGAPORE, DEPARTMENT OF PRIMARY PRODUCTION

Appendix Table 1.--Import and export statistics for marine fish, fresh, chilled or frozen, excluding tuna, ^{1/}
Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
	Volume in English tons ^{2/}					Value in U.S. dollars						
IMPORTS												
TOTAL	35,036	36,179	34,301	36,563	41,041	6,169,369	6,124,282	5,956,086	6,459,315	7,527,207	177	183
West Malaysia	32,341	33,605	30,780	31,111	34,051	5,248,664	5,272,981	4,963,533	5,044,319	5,770,196	162	169
Thailand			730	3,566	5,165			83,038	599,890	925,206	168	179
China	1,731	1,811	1,235	1,021	989	503,158	500,528	400,585	318,843	317,125	312	321
Formosa	259			336	204	22,614			101,832	81,515	303	394
Korea, Red		222	60	232			30,321	10,452	95,030		410	
United Kingdom	213	193	181	172	141	228,036	205,101	188,588	176,564	158,576	1,027	9,888
Norway	5	3	34	45	42	4,190	2,893	30,190	42,645	41,993	948	1,000
Denmark	47	58	45	25	30	33,968	40,841	38,607	27,795	33,725	1,112	1,124
Canada	10	10	16	18	23	12,203	12,530	21,610	28,206	40,027	1,567	1,740
Cambodia	210	58	2	10		18,297	6,723	139	1,089			
Hong Kong	25	58	2	6	7	9,716	20,371	791	5,146	3,447	858	492
Burma		Neg. ^{3/}		6	1		536		4,646	714	774	714
Germany Fed. Rep.	3	1	1	3		1,588	537	832	2,343		781	
Philippines			1,188	3				205,536	732		244	
Sarawak	1	3	4	3	109	357	2,429	2,875	3,649	71,585	1,216	657
Others as percent of total	Neg.	Neg.	Neg.	Neg.	1	1	Neg.	Neg.	Neg.	1		
EXPORTS												
TOTAL	2,439	1,699	1,163	1,059	959	564,155	349,199	314,900	326,281	319,535	308	333
Sarawak	547	449	326	455	231	174,145	127,256	95,009	135,300	70,501	297	305
West Malaysia	1,404	1,081	677	426	399	263,316	152,217	143,640	73,815	79,866	173	200
USA			11	71	6			7,191	27,341	4,914	385	819
Brunei	123	125	83	68	143	42,547	42,308	32,378	46,661	55,576	686	389
Sabah	45	34	22	12	21	19,391	16,969	10,627	9,125	13,803	760	657
Australia				6	7		2		9,614	13,165	602	1,881
Hong Kong		1	31	5	Neg.		399	5,471	4,895	11	979	
Thailand	Neg.	2	1	5	2	345	2,236	1,183	5,317	3,020	1,063	1,510
United Kingdom			5	5	3			14,038	8,929	12,071	1,786	4,024
Christmas Is.	25	7	7	3	3	14,480	5,973	4,466	2,096	2,138	699	713
Japan	295			2	143	49,302			1,429	59,216	715	414
Vietnam Rep.	Neg.	Neg.	Neg.	1	1	60	45	310	947	268	947	268
Cambodia				Neg.			1		305			
Loas	Neg.	Neg.	Neg.	Neg.	Neg.	39	17	130	261	824		
OC Africa		Neg.	Neg.	Neg.			12	88	246			
Other as percent of total		1		Neg.		Neg.	Neg.	Neg.	Neg.			

^{1/} Standard International Trade Code 031101.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 2.---Import and export statistics for fresh water fish, fresh, chilled or frozen,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
	Volume in English tons ^{2/}					Value in U.S. dollars					1970 : 1971	
IMPORTS												
TOTAL	250	404	247	151	154	136,850	157,352	108,086	151,897	121,587	1,006	790
Cambodia	106	57	12	22	---	37,798	19,509	3,963	7,458	---	339	---
Canada	28	26	24	42	32	47,206	49,564	48,358	97,641	66,659	2,325	2,083
Denmark	8	8	4	6	6	12,075	11,691	6,592	10,985	---	1,831	---
Germany Fed. Rep.	---	---	---	1	---	---	---	---	1,533	---	1,533	---
Hong Kong	Neg. ^{3/}	---	---	Neg.	Neg.	300	---	---	176	10,962	---	---
Japan	5	9	5	6	4	3,868	10,108	5,298	9,377	8,671	1,563	2,167
Thailand	---	---	1	6	2	---	---	375	1,486	321	248	161
United Kingdom	4	2	3	2	4	11,813	3,863	5,604	3,842	3,217	1,921	804
West Malaysia	101	298	197	66	104	23,790	56,600	35,753	19,399	29,965	293	288
Sarawak	---	---	---	---	1	---	---	7	---	1,624	---	1,624
USA	---	4	1	---	---	---	6,017	2,136	---	---	---	---
Others as percent of total	---	---	---	---	---	---	---	---	---	Neg.	2,123	---
EXPORTS												
TOTAL	5	15	9	18	45	10,379	23,174	18,352	38,219	44,141	---	981
Brunei	Neg.	1	Neg.	1	1	774	1,102	500	1,104	2,564	1,104	256
Laos	Neg.	Neg.	Neg.	Neg.	Neg.	134	354	867	189	538	---	---
Sabah	1	2	1	1	Neg.	1,738	3,878	1,641	4,243	1,631	4,243	---
Pakistan	---	---	---	Neg.	Neg.	---	9	21	554	259	---	---
Sarawak	Neg.	Neg.	Neg.	1	Neg.	637	633	366	1,102	768	1,102	---
Thailand	Neg.	3	3	8	10	719	5,920	5,762	20,081	25,623	3,510	2,562
USA	---	---	---	3	---	---	---	---	1,429	---	476	---
Vietnam Rep.	Neg.	Neg.	1	1	Neg.	58	2,855	2,353	2,541	39	2,541	---
West Malaysia	4	9	4	3	3	5,896	7,513	6,437	6,976	6,064	2,325	2,021
Burma	Neg.	---	---	---	---	32	---	22	---	---	---	---
Cambodia	---	Neg.	Neg.	---	Neg.	---	31	175	---	30	---	---
Ceylon	Neg.	Neg.	Neg.	---	Neg.	86	711	15	---	---	---	---
Christmas Is.	Neg.	Neg.	Neg.	---	Neg.	43	129	83	---	251	---	---
India	Neg.	Neg.	Neg.	---	---	46	30	110	---	---	---	---
Hong Kong	Neg.	---	---	---	---	171	---	---	---	---	---	---
OC Africa	Neg.	---	---	---	Neg.	45	---	---	---	50	---	---
Others as percent of total	---	---	---	---	---	---	Neg.	---	---	14.3	---	---

^{1/} Standard International Trade Code 031102.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 3.--Import and export statistics for fish, boiled and steamed,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}										Value in U.S. dollars	
	-----										-----	
	IMPORTS											
TOTAL	22	10	19	12	28	4,099	2,211	8,748	7,447	11,720	621	419
Japan	--	--	1	1	2	---	---	2,936	5,257	7,154	5,257	3,577
New Zealand	Neg. ^{3/}	--	Neg.	Neg.	--	156	---	319	454	---	---	---
West Malaysia	22	10	17	11	23	3,943	2,211	3,047	1,736	3,325	158	145
Netherlands	--	--	1	--	--	---	---	2,446	---	---	---	---
Thailand	--	--	--	--	3	---	---	---	---	1,241	---	414
	EXPORTS											
TOTAL	91	24	37	25	34	14,569	3,896	7,840	3,307	4,381	132	129
Cambodia	--	--	--	Neg.	--	---	---	---	62	---	---	---
Christmas Is.	--	Neg.	--	Neg.	1	---	114	---	98	532	---	532
Sabah	8	4	11	1	--	3,020	1,507	4,332	286	---	286	---
West Malaysia	83	20	26	24	33	11,549	2,275	3,347	2,861	3,849	119	117
Hong Kong	--	--	Neg.	--	--	---	---	161	---	---	---	---

1/ Standard International Trade Code 031103.

2/ An English ton, or "long" ton, equals 2,249 pounds.

3/ Negligible.

Appendix Table 4.--Import and export statistics for tuna, fresh, chilled or frozen,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Value in U.S. dollars											
	Value in English tons ^{2/}											
	IMPORTS											
TOTAL	10	45	34	2,644	1,369	4,886	20,550	15,000	1,128,004	643,731	427	470
Formosa	--	--	34	2,334	1,299	--	--	15,000	959,917	606,231	411	467
Japan	--	--	--	110	50	--	--	--	60,944	26,786	554	536
Korea, Rep.	--	--	--	200	20	--	--	--	107,143	10,714	536	536
China	10	45	--	--	--	4,886	20,550	--	--	--	--	--
	EXPORTS											
TOTAL	--	--	--	2,863	1,100	--	--	--	1,214,995	625,320	424	568
Italy & San Marino	--	--	--	1,252	317	--	--	--	521,249	183,000	416	577
Japan	--	--	--	726	228	--	--	--	272,280	120,390	375	528
USA	--	--	--	885	472	--	--	--	421,466	281,566	476	597
Denmark	--	--	--	--	82	--	--	--	--	40,357	--	492
Brunei	--	--	--	--	Neg. ^{3/}	--	--	--	--	7	--	--

^{1/} Standard International Trade Code 031105.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 5.--Import and export statistics for fish maws,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	-----					-----						
	IMPORTS					-----						
TOTAL	110	131	172	165	162	207,146	318,915	441,269	455,153	446,536	2,792	275
Ceylon	3	4	4	7	5	1,905	3,889	5,085	21,955	10,118	3,136	2,024
Hong Kong	7	7	4	2	3	10,324	10,375	6,498	5,023	11,123	2,512	3,708
India	46	68	94	100	105	103,811	208,219	311,420	336,034	347,235	3,360	3,307
Korea Rep.	---	---	1	1	2	---	---	1,571	4,750	4,859	4,750	2,430
Pakistan	34	35	50	30	29	39,499	46,905	60,768	29,938	35,282	998	1,217
Sarawak	Neg.	1	1	Neg.	Neg.	357	5,727	3,831	105	881	---	---
Thailand	1	3	8	10	2	1,381	4,998	12,810	17,986	3,170	1,799	1,585
Papua	Neg.	Neg.	Neg.	Neg.	---	565	810	248	736	---	---	---
Trucial Oman	2	2	6	6	4	4,754	6,645	31,336	23,284	20,643	3,881	5,161
O.C. Middle East	Neg.	Neg.	Neg.	3	Neg.	131	197	820	9,004	166	3,001	---
West Malaysia	3	3	4	4	6	3,273	3,359	6,556	6,338	4,605	1,584	768
Aden	2	1	Neg.	---	---	2,944	2,337	183	---	---	---	---
Other as percent of total	11	7	---	---	4	18	8	Neg.	---	2	---	1
	EXPORTS					-----						
TOTAL	87	99	125	113	112	261,088	244,434	284,752	301,027	310,754	2,664	2,775
Brunei	Neg.	Neg.	Neg.	Neg.	Neg.	191	200	164	356	616	---	---
Hong Kong	33	58	65	72	69	79,043	139,125	167,770	218,158	206,571	3,030	2,994
Sabah	Neg.	1	1	1	Neg.	452	1,554	1,513	1,141	1,334	1,141	---
Sarawak	Neg.	Neg.	Neg.	2	2	111	338	330	2,184	1,990	1,092	995
Thailand	18	18	34	16	18	21,562	23,561	48,664	21,059	28,133	1,316	1,563
United Kingdom	26	9	9	7	10	133,844	52,907	43,937	33,930	48,636	4,847	4,864
West Malaysia	10	13	16	15	13	25,689	26,749	22,374	24,199	23,455	1,613	1,804
Netherlands	Neg.	---	---	---	Neg.	196	---	---	---	18	---	---

1/ Standard International Trade Code 031201.

2/ An English ton, or "long" ton, equals 2,249 pounds.

3/ Negligible.

Appendix Table 6. -- Import and export statistics for shark fins, salted or dried, not further prepared,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971		
IMPORTS												
TOTAL	1,063	1,210	1,430	1,353	1,193	1,774,849	2,207,179	2,987,669	3,001,092	2,652,824	2,218	2,224
Japan	382	307	325	369	355	935,953	782,231	951,499	1,055,812	937,084	2,861	2,640
Pakistan	244	318	306	252	193	161,591	240,606	291,839	221,839	178,458	880	925
Aden	88	203	196	193	118	162,015	411,353	486,120	452,982	221,250	2,347	1,875
India	167	136	150	144	156	185,892	166,659	402,726	419,970	409,019	2,916	2,622
West Malaysia	29	52	75	87	52	39,803	94,456	147,053	164,164	113,247	1,887	2,178
Korea, Rep.	22	72	70	86	112	49,068	168,168	197,680	213,427	320,098	2,482	2,858
Ceylon	45	49	60	60	67	65,270	77,262	151,075	185,064	211,334	3,084	3,154
Brazil	---	7	43	53	47	---	4,971	24,136	31,821	28,786	600	612
Trucial Oman	48	56	145	41	29	87,121	135,771	195,031	104,622	70,576	2,552	2,434
OC Africa	1	1	12	20	9	1,414	3,561	29,577	26,574	9,661	1,529	1,073
Hong Kong	---	1	12	12	7	---	2,800	28,359	35,920	48,535	2,933	6,934
OC Middle East	14	15	13	11	23	22,800	37,155	33,791	34,772	48,255	3,161	2,098
Liberia	Neg.	---	---	7	---	---	---	---	22,493	---	3,213	---
OC Asia	4	4	3	5	4	7,196	5,618	3,729	7,772	5,288	1,554	1,322
Kenya	---	Neg.	1	4	Neg.	---	195	1,179	5,007	1,071	1,252	---
Others as percent of total	2	2	1	Neg.	2	3	3	1	1	1	---	---
EXPORTS												
TOTAL	368	436	476	461	445	686,281	824,060	977,139	1,050,634	876,258	2,279	---
Brunei	1	1	1	Neg.	Neg.	2,947	3,018	2,756	941	893	---	---
Hong Kong	157	260	301	294	231	285,068	473,721	622,390	728,886	482,025	2,479	2,087
Sabah	Neg.	Neg.	1	1	1	1,394	279	1,813	2,089	2,421	2,089	2,421
Sarawak	6	4	3	4	6	19,227	11,133	9,613	10,332	16,216	2,583	2,703
Thailand	41	48	61	52	47	78,622	94,374	127,314	111,555	101,229	2,145	2,155
Vietnam Rep.	1	Neg.	1	Neg.	---	1,143	286	2,229	820	---	---	---
West Malaysia	161	123	108	110	159	296,818	241,249	209,367	196,011	270,261	1,782	1,700
Cambodia	---	---	Neg.	---	1	---	---	1,607	---	3,214	---	3,214
Portuguese Timor	Neg.	---	---	---	---	134	---	50	---	---	---	---
Japan	1	---	---	---	---	889	---	---	---	---	---	---
Liberia	Neg.	---	---	---	---	39	---	---	---	---	---	---

^{1/} Standard International Code 031202.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 7.--Import and export statistics for marine fish, salted, dried,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
	Volume in English tons ^{2/}					Value in U.S. dollars					1970	1971
	6,040	6,470	7,470	7,882	8,753	1,539,459	1,571,760	1,999,249	2,005,839	2,390,288		
TOTAL												
Aden	---	---	10	2	---	---	---	14,675	4,500	---	259	273
Canada	5	---	---	6	19	1,181	---	---	2,413	---	2,250	---
China	287	173	197	55	11	151,972	104,008	116,734	45,013	7,704	402	405
Formosa	---	Neg. ^{3/}	1	4	4	---	355	2,130	7,192	7,743	818	703
Greece	---	---	---	1	---	---	---	754	276	11,621	1,798	449
Hong Kong	45	27	98	Neg.	108	31,315	17,642	80,172	88,882	122,348	741	1,132
India	11	20	15	33	17	9,134	12,041	7,709	15,279	11,286	463	003
Italy, San Marino	---	---	---	Neg.	Neg.	---	---	---	302	---	---	---
Japan	1	7	2	2	5	2,184	5,703	3,542	4,862	11,607	2,431	2,321
Korea, Dem. Peoples Rep.	---	---	---	22	32	---	---	---	17,959	11,746	816	307
Netherlands	3	5	5	3	2	2,322	3,864	3,602	2,429	1,911	810	955
Sabah	137	129	137	100	60	105,013	98,584	102,804	89,440	59,078	894	984
Norway	6	4	5	6	3	7,321	4,970	4,994	7,900	3,494	1,317	1,164
Sarawak	10	6	5	4	5	7,028	2,049	3,388	3,931	3,694	983	758
Thailand	87	135	101	318	536	33,334	54,432	41,245	80,000	121,200	252	226
West Malaysia	4,639	5,964	6,849	7,207	7,918	1,106,358	1,195,756	1,615,564	1,695,461	1,975,534	235	249
Others as percent of total	13	4	Neg.	---	---	5	1	Neg.	---	2	---	---
EXPORTS												
TOTAL	3,121	3,124	3,676	3,722	4,005	1,090,060	1,165,435	1,354,894	1,550,115	1,659,109	416	414
Sarawak	1,249	1,396	1,661	1,856	1,540	524,945	584,594	661,684	767,283	705,923	413	458
West Malaysia	1,399	763	716	553	584	368,501	187,837	186,578	148,074	142,030	268	343
Ceylon	94	337	597	450	836	15,538	66,554	135,401	71,625	161,842	159	193
Hong Kong	40	234	296	448	437	21,031	150,166	190,407	351,246	345,047	784	789
Sabah	193	221	224	188	246	86,884	92,239	93,175	86,524	108,603	460	441
Brunei	94	107	124	154	251	43,705	49,884	53,843	70,353	96,094	456	415
Netherlands	20	27	30	34	34	8,011	11,989	15,297	19,166	16,921	564	497
OC Africa	---	---	11	16	17	---	---	6,149	11,254	12,279	703	722
United Kingdom	5	3	7	9	21	2,478	1,804	4,266	7,004	11,750	778	559
Christmas Is.	13	10	9	9	11	7,530	6,531	5,518	4,916	5,413	546	492
Japan	---	---	---	2	44	---	---	---	9,195	47,413	4,598	1,077
Australia	Neg.	1	1	1	3	352	548	875	1,429	3,841	1,429	1,280
Thailand	1	2	2	1	Neg.	1,973	1,095	1,233	746	588	746	---
USA	1	1	Neg.	1	1	426	269	123	1,041	1,003	1,041	1,003
Mauritius	2	---	---	Neg.	---	671	---	---	243	---	---	---
Others as percent of total	Neg.	1	---	Neg.	---	1	1	Neg.	Neg.	---	---	---

^{1/} Standard International Trade Code 031203.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 8.--Import and export statistics for fresh water fish, salted or dried,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	IMPORTS											
TOTAL	631	66	11	2	4	133,212	12,529	6,238	6,577	5,637	3,288	1,409
Japan	1	1	2	2	2	3,134	2,896	4,906	6,527	4,613	3,288	1,644
West Malaysia	37	13	9	Neg. ^{3/}	Neg.	8,517	1,280	1,305	50	396	---	---
India	---	---	Neg.	---	---	---	---	75	---	---	---	---
Cambodia	593	30	---	---	---	120,283	3,837	---	---	---	---	---
China	Neg.	22	---	---	---	793	4,516	---	---	---	---	---
Hong Kong	Neg.	---	---	---	---	485	---	---	---	---	---	---
Korea, Dem. Peoples Rep.	---	---	---	---	2	---	---	---	---	628	---	314
	EXPORTS											
TOTAL	13	3	9	9	10	6,086	1,874	4,244	3,414	4,430	379	443
Netherlands	11	3	5	2	1	5,536	1,683	3,114	1,497	671	748	671
West Malaysia	2	Neg.	4	7	8	550	191	1,127	1,917	2,459	274	307
Pakistan	---	---	---	---	---	---	---	3	---	---	---	---
Others as percent of total	---	---	---	---	---	---	---	---	---	29	---	---

^{1/} Standard International Trade Code 031204.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 9.--Import and export statistics for salmon, smoked, $\frac{1}{2}$ Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value
											1970 : 1971
	Volume in pounds					Value in U.S. dollars					
	IMPORTS										
TOTAL	25,589	26,307	19,489	34,277	63,987	44,053	37,036	44,323	71,928	108,570	2.10
Canada	17,923	15,526	9,784	23,858	57,253	23,024	20,614	15,165	41,082	81,148	1.72
Denmark	2,066	458	633	5,080	2,039	2,826	900	2,234	13,139	8,446	4.14
Japan				26					82		3.15
United Kingdom	5,583	6,643	9,072	4,369	4,695	18,155	13,063	26,924	16,534	18,975	3.78
USA		1,680		944			2,016		1,091		1.16
West Malaysia		2,000					443				
Sweden						48					
Others as percent of total	17										
	EXPORTS										
TOTAL	6,134	5,877	3,292	4,851	3,737	13,095	11,067	5,448	7,714	7,540	1.59
Brunei	7		30	93	247	5		44	209	555	2.25
Canada		18	163	5			70	489	6		1.20
Ceylon	12	3	5	40	15	30	8	14	104	46	2.60
India	16	26	143	36	10	33	73	241	70	27	1.94
Laos		100	108	331	152	77	164	201	423	304	1.28
Sabah	510	674	341	849	605	766	1,209	594	1,643	1,608	4.96
Pakistan	20	14	13	14	243	42	33	23	37	565	2.53
Sarawak	34	58	82	71	50	69	168	164	138	168	1.94
Thailand	2,577	2,475	110	1,430	500	8,365	5,779	226	1,685	598	1.18
Vietnam Rep.	72	181		112		113	330		245		2.19
OC Asia				3					5		1.67
West Malaysia	2,840	2,328	2,269	1,867	1,908	3,579	3,230	3,407	3,149	3,648	1.69
Christmas Is.			28					45			
Burma	6					16					
Others as percent of total							Neg. 2/			Neg.	

1/ Standard International Trade Code 031205.

2/ Negligible.

Appendix Table 10.--Import and export statistics for fish, smoked, except salmon,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value 1970 : 1971
	Volume in pounds					Value in U.S. dollars					
IMPORTS											
TOTAL	121,776	167,268	148,754	130,486	69,993	48,275	62,312	53,771	55,288	35,074	.42 5.01
Canada	---	---	120	2,150	---	---	---	74	3,693	---	1.72
Denmark	829	1,424	---	500	1,090	1,056	1,574	---	680	1,458	1.36
Japan	---	---	---	44	---	---	---	---	233	---	5.30
Netherlands	716	1,440	715	1,034	550	848	3,111	1,280	1,889	1,161	1.83 2.11
New Zealand	360	600	---	60	---	256	338	---	24	---	.40
Norway	308	864	2,430	2,032	---	306	565	1,501	1,480	---	.73
United Kingdom	117,790	161,049	143,389	124,638	67,328	45,436	56,283	48,583	47,271	31,583	.38 .47
West Malaysia	400	1,315	---	28	---	43	98	---	18	---	.64
Others as percent of total	1	Neg. 2/	1	---	---	Neg.	1	3	---	3	---
EXPORTS											
TOTAL	8,771	22,797	18,208	14,870	13,918	4,340	9,730	7,260	7,089	7,028	.48 .51
Brunei	145	124	468	1,272	1,153	73	63	240	708	731	.56 .63
India	3	28	345	661	290	1	18	150	281	119	.43 .41
Laos	---	---	---	182	204	---	---	---	65	182	.36 .89
New Zealand	---	---	---	3	---	---	---	---	1	---	.33
Cambodia	6	---	---	---	---	4	---	---	---	---	---
Sabah	1,077	2,608	862	2,415	2,222	605	1,254	439	1,362	1,294	.58 .58
Pakistan	22	17	12	18	1,811	11	12	20	13	900	.72 .50
Portuguese Timor	---	---	---	100	---	---	---	---	52	---	.52
Sarawak	228	956	598	1,174	849	110	404	303	697	470	.59 .55
Ceylon	5	7	---	---	---	3	5	---	---	---	---
Thailand	782	435	174	130	---	384	631	71	154	---	1.18
OC Africa	---	84	---	70	599	---	27	---	26	292	.37 .49
West Malaysia	6,503	18,536	15,749	8,845	6,776	3,149	7,315	6,037	3,730	3,029	.42 .45
Philippines	---	2	---	---	---	---	1	---	---	---	---
Others as percent of total	---	---	---	---	---	---	---	---	---	0.15	---

^{1/} Standard International Trade Code 031206.

^{2/} Negligible.

Appendix Table 11.--Import and export statistics for crabs, lobsters, prawns, etc., fresh, chilled or frozen,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	IMPORTS											
	Volume in English tons ^{2/}					Value in U.S. dollars						
TOTAL	2,305	2,499	2,823	4,406	5,067	794,592	664,854	724,610	1,268,591	2,029,596	288	401
Australia	2	6	6	1 3/4	9	4,439	17,714	13,896	5,789	41,149	5,789	4,572
Ceylon	Neg.	16	10	Neg.	15	---	---	---	818	38,333	---	2,556
China	Neg.	Neg.	---	Neg.	---	1,041	11,742	10,065	95	---	---	---
Hong Kong	---	Neg.	---	Neg.	Neg.	---	107	---	577	313	---	---
Japan	---	---	---	1	Neg.	---	---	---	1,143	45	1,143	---
New Zealand	1	Neg.	---	1	3	2,406	154	---	4,587	10,408	4,587	3,493
Sabah	108	20	3	6	91	83,974	14,549	3,041	12,036	192,539	2,006	2,116
Sarawak	---	12	1	138	198	---	12,857	3,146	127,045	178,804	921	903
Thailand	1	---	24	146	16	645	---	6,504	50,458	5,186	346	324
United Kingdom	Neg.	Neg.	---	Neg.	Neg.	1,190	160	---	234	737	---	---
West Malaysia	2,193	2,445	2,779	4,113	4,474	700,863	605,216	686,630	1,065,809	1,295,622	259	290
Others as percent of total	---	2	1	---	5	Neg.	Neg.	Neg.	---	13	---	---
TOTAL	428	449	370	796	1,126	970,140	1,053,867	937,561	1,681,374	2,891,273	2,112	2,568
Australia	Neg.	1	1	21	49	25	1,596	2,109	48,045	119,793	2,288	2,445
Brunei	Neg.	Neg.	Neg.	1	2	121	640	565	1,737	3,309	1,737	1,655
Christmas Is.	8	5	3	1	3	9,604	7,330	4,150	1,439	5,605	1,439	1,868
Eire	---	---	2	6	---	---	---	6,743	8,600	---	1,433	---
Germany Fed. Rep.	Neg.	---	---	Neg.	Neg.	27	---	---	188	19	---	---
Hong Kong	---	1	11	241	179	---	2,725	10,693	299,564	248,208	1,243	1,387
Japan	344	294	230	315	415	838,822	765,165	559,892	809,205	1,263,972	2,569	3,046
New Zealand	---	---	---	---	---	---	---	---	3,929	---	1,964	---
Sabah	2	2	1	3	1	3,586	3,581	2,357	5,713	3,616	1,904	3,616
Sarawak	1	1	2	3	4	2,371	1,324	3,546	4,764	3,969	1,588	992
Thailand	---	---	---	1	1	---	---	10	2,593	5,975	2,593	5,975
United Kingdom	---	---	64	102	97	---	8,421	196,246	285,039	340,386	2,794	3,509
USA	---	3	34	79	233	97,154	239,320	108,578	192,954	661,634	2,442	2,840
Vietnam Rep.	54	124	Neg.	1	2	1,295	628	4,584	3,680	---	1,840	---
OC Africa	Neg.	Neg.	Neg.	2	1	107	---	675	4,700	6,945	2,350	6,945
West Malaysia	14	14	11	17	86	9,363	11,848	7,644	9,224	15,482	543	180
Others as percent of total	1	1	3	---	5	1	1	3	---	7	---	---

^{1/} Standard International Trade Code 031301.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 12.--Import and export statistics for crabs, lobsters, prawns, etc., salted, dried or boiled,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
	Volume in English tons ^{2/}					Value in U.S. dollars					1970 : 1971	
IMPORTS												
TOTAL	1,109	829	1,058	1,103	1,313	742,298	633,148	659,703	706,639	820,748	641	625
Australia	22	26	33	13	5	64,459	92,270	139,628	52,090	21,446	4,007	4,289
Brazil	---	---	---	1	---	---	---	---	---	---	571	---
China	168	52	7	3/	4	44,060	22,116	2,244	595	5,454	---	1,364
Formosa	---	---	---	Neg.	Neg.	---	---	---	---	160	769	---
Hong Kong	---	Neg.	16	16	12	---	29	---	3,229	9,770	202	814
India	98	96	93	104	65	85,983	68,821	80,793	96,942	50,614	932	779
New Zealand	5	---	3	11	1	13,777	---	9,306	38,245	2,357	3,477	3,477
Sabah	42	29	22	5	12	22,993	16,609	15,491	4,652	10,746	930	896
Pakistan	12	5	2	16	1	10,137	3,873	1,514	18,381	543	1,149	543
Sarawak	93	14	3	25	106	81,714	12,749	3,303	24,192	113,695	968	1,073
Thailand	---	---	1	8	---	---	---	1,339	16,786	---	2,098	---
USA	---	---	---	Neg.	---	---	---	---	18	---	---	---
West Malaysia	669	607	878	904	1,105	419,175	416,681	402,248	450,778	598,860	499	542
EXPORTS												
TOTAL	544	409	604	617	765	396,179	291,958	519,754	686,175	777,598	1,112	1,016
Aden	Neg.	4	---	---	Neg.	57	719	---	9	20	---	---
Australia	2	1	6	15	47	4,006	1,321	10,125	33,582	103,173	2,239	2,195
Brunei	20	32	39	52	61	19,731	33,835	43,161	62,282	74,997	1,198	1,229
Chile	---	---	---	4	---	---	---	---	5,400	---	1,350	---
Christmas Is.	2	2	2	1	Neg.	2,425	2,674	2,155	1,156	586	1,156	---
Fiji	1	---	---	Neg.	Neg.	679	---	---	332	336	---	---
Hong Kong	185	85	215	318	289	172,712	77,678	283,282	392,298	343,254	1,234	1,188
Japan	3	1	3	16	64	3,640	1,200	3,843	19,885	55,215	1,243	863
Netherlands	1	1	2	5	9	1,061	754	1,515	4,782	12,433	956	1,381
Sabah	28	29	28	32	44	28,186	29,411	29,373	33,330	55,126	1,042	1,253
Portuguese Timor	Neg.	---	Neg.	Neg.	Neg.	16	99	34	41	83	---	---
Sarawak	29	50	45	43	32	28,683	50,116	45,934	43,897	30,981	1,021	968
United Kingdom	Neg.	Neg.	1	5	Neg.	421	554	830	9,984	700	1,997	---
Vietnam Rep.	---	Neg.	---	---	---	5	534	21	6	---	---	---
OC Africa	---	Neg.	10	19	22	61	113	12,380	20,041	26,108	1,055	1,187
OC Oceania	---	---	---	Neg.	---	---	---	---	64	---	---	---
West Malaysia	246	179	135	107	86	106,186	80,842	73,234	59,086	62,411	552	726
Others as percent of total	5	6	20	---	---	7	4	3	---	2	---	---

^{1/} Standard International Trade Code 031302.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 13.--Import and export statistics for oysters, fresh,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	-----					-----						
	IMPORTS					-----						
TOTAL	231	227	206	207	221	237,869	265,049	239,977	247,982	253,344	1,198	1,146
Australia	28	23	30	33	40	43,171	39,383	56,892	61,841	63,308	1,874	1,583
China	144	151	120	133	141	142,108	186,876	122,038	118,297	141,638	889	1,005
Hong Kong	5	3	13	18	12	7,264	5,861	28,010	42,328	29,515	2,352	2,460
Japan	2	3	9	9	7	4,005	5,864	19,233	18,884	10,400	2,098	1,486
New Zealand	--	Neg.	3/	Neg.	Neg.	--	779	323	67	235	--	--
Sabah	Neg.	--	1	Neg.	--	42	--	589	93	38	--	--
Thailand	--	--	Neg.	1	--	--	--	120	272	--	272	--
West Malaysia	23	37	32	13	20	6,194	10,427	12,129	6,200	7,306	477	365
Formosa	--	--	1	--	--	--	--	643	--	--	--	--
Others as percent of total	13	4	--	--	--	15	6	--	--	Neg.	--	--
	EXPORTS					-----						
TOTAL	16	198	153	88	104	16,030	113,923	76,459	52,017	57,086	591	549
Brunei	2	3	2	1	1	1,083	1,703	1,071	1,384	1,051	1,384	1,051
Hong Kong	3	8	1	4	3	1,561	12,853	903	5,021	5,744	1,255	1,915
India	--	--	Neg.	Neg.	Neg.	--	--	90	42	100	--	--
New Caledonia, etc.	--	--	--	Neg.	--	--	--	--	25	--	--	--
Christmas Is.	Neg.	Neg.	--	--	Neg.	37	357	--	--	125	--	--
Sabah	1	2	1	1	Neg.	1,988	2,251	1,553	1,130	343	1,130	--
Sarawak	2	2	1	1	1	2,005	1,311	1,050	876	809	876	809
West Malaysia	8	183	148	81	96	9,356	95,383	71,792	43,539	47,810	538	498
Cambodia	--	--	--	--	--	--	2	--	--	--	--	--
Portuguese Timor	--	Neg.	--	--	--	--	63	--	--	--	--	--

^{1/} Standard International Trade Code 031303.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 14.---Import and export statistics for other mollusks, fresh, chilled or frozen, ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Value in U.S. dollars											
	IMPORTS											
TOTAL	5,482	4,563	4,789	5,660	5,560	315,008	301,444	328,111	352,407	418,490	62	75
Argentina	---	---	---	1	---	---	---	---	9,080	---	9,080	---
Australia	6	18	30	36	20	11,045	33,615	60,496	77,287	57,351	2,147	2,868
China	555	392	167	171 ^{3/}	169	91,573	72,767	27,951	29,885	32,325	175	191
France and Monaco	---	---	---	Neg.	---	---	---	---	20	---	---	---
Hong Kong	Neg.	1	2	2	1	69	491	5,017	4,255	1,434	2,128	1,434
New Zealand	Neg.	Neg.	---	6	Neg.	14	18	---	8,005	332	1,334	---
Thailand	---	---	14	12	99	---	---	3,049	3,079	57,325	257	579
West Malaysia	4,915	4,147	4,573	5,432	5,270	202,170	189,434	228,968	220,796	268,750	41	51
Others as percent of total	Neg.	Neg.	Neg.	---	---	3	2	1	---	Neg.	---	---
	EXPORTS											
TOTAL	179	164	243	254	297	28,491	29,055	50,750	77,284	81,574	304	275
Brunei	4	7	15	49	21	384	1,472	3,252	32,368	8,670	661	413
Christmas Is.	2	Neg.	1	1	4	698	154	783	289	2,776	289	694
Hong Kong	---	Neg.	11	6	28	---	54	4,505	7,330	10,160	1,222	363
India	---	---	---	---	---	---	4	2	2	---	---	---
Vietnam Rep.	---	---	Neg.	---	---	---	---	118	---	---	---	---
Japan	---	---	6	---	Neg.	---	---	3,696	---	986	---	---
Sabah	1	2	5	3	2	761	1,595	2,235	4,649	2,705	1,550	1,353
Pakistan	---	---	---	1	Neg.	---	---	9	492	100	492	---
Sarawak	104	129	184	177	211	9,720	17,241	27,044	16,789	23,026	95	109
Thailand	---	---	1	---	---	---	---	344	---	---	---	---
USA	---	---	---	4	5	---	---	---	2,607	10,149	652	2,030
West Malaysia	68	26	20	13	15	16,928	8,158	8,600	12,758	1,741	981	116
Cambodia	---	---	---	---	---	---	---	11	---	---	---	---
Ceylon	---	Neg.	---	---	---	---	354	13	---	---	---	---
OC Africa	---	---	Neg.	---	---	---	---	138	---	---	---	---
Others as percent of total	---	---	---	---	---	---	Neg.	---	---	---	---	---

^{1/} Standard International Trade Code 031304.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 15.--Import and export statistics for mollusks, salted, dried or boiled,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	1967	1968	1969	1970	1971	IMPORTS						
TOTAL	2,863	1,816	1,840	1,560	1,787	2,152,620	1,417,530	1,691,500	1,909,326	2,457,757	1,224	1,375
Aden	7	10	14	4	Neg.	9,193	19,831	29,036	6,614	1,218	1,554	---
China	632	561	330	265	216	405,933	411,211	213,354	210,436	176,046	794	815
France and Monaco	---	---	---	Neg.	---	---	---	---	400	---	---	---
Hong Kong	19	54	41	54	29	26,236	45,534	51,618	71,328	54,245	1,321	1,871
Japan	88	10	138	28	20	224,371	116,628	344,383	360,397	178,208	12,871	8,910
Korea, Rep.	157	4	222	277	256	128,981	3,102	229,940	356,923	357,181	1,289	1,395
Korea, Dem. Peoples Rep.	---	---	938	779	643	---	---	712,072	782,881	805,137	1,005	1,252
Sabah	---	Neg.	1	2	1	---	75	759	1,372	1,371	686	1,311
Sarawak	---	---	4	8	13	---	---	3,852	4,576	7,217	572	555
Thailand	50	78	109	96	526	19,088	67,039	77,232	95,206	830,022	992	1,578
OC Asia	1,877	603	---	Neg.	---	1,300,555	403,301	77,232	352	---	---	---
West Malaysia	31	20	27	47	79	10,461	8,616	11,697	18,841	35,554	401	450
Others as percent of total	Neg.	26	1	---	---	1	24	2	---	Neg.	---	---
	EXPORTS											
TOTAL	1,713	1,544	1,262	801	886	991,261	752,518	754,559	637,869	615,623	796	695
Brunei	26	32	35	30	33	19,559	25,656	30,816	31,250	38,205	1,042	1,158
Christmas Is.	Neg.	Neg.	Neg.	1	2	328	150	109	1,084	1,808	1,084	542
Formosa	---	1	12	1	3	---	512	11,035	753	4,675	753	4,675
Hong Kong	45	56	55	79	64	44,484	36,193	92,098	180,693	119,974	2,287	1,875
Japan	---	---	18	1	6	---	---	26,917	500	2,946	500	491
Netherlands	Neg.	Neg.	Neg.	Neg.	Neg.	16	23	208	286	321	---	---
New Caledonia, etc.	---	---	---	Neg.	---	---	---	---	227	---	---	---
Sabah	66	61	73	69	64	51,982	46,155	49,552	56,815	57,706	823	902
Pakistan	Neg.	---	---	---	---	60	---	---	3	---	---	---
Portuguese Timor	1	1	1	Neg.	Neg.	878	716	---	555	675	---	---
Sarawak	142	184	204	117	113	87,974	125,857	145,069	102,602	82,679	877	732
Thailand	171	174	99	90	130	119,051	97,451	64,658	59,209	111,608	858	859
West Malaysia	1,241	1,033	752	413	471	657,699	414,375	326,906	203,892	194,586	494	413
Vietnam Rep.	21	Neg.	13	---	---	9,200	12	6,188	---	---	---	---
Burma	---	---	Neg.	---	---	---	---	33	---	---	---	---
OC Africa	---	---	Neg.	---	---	---	---	300	---	---	---	---
Others as percent of total	---	Neg.	---	---	---	Neg.	1	---	---	Neg.	---	---

^{1/} Standard International Trade Code 031305.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 16.--Import and export statistics for beche de mer ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value			
	Volume in English tons ^{2/}					Value in U.S. dollars					1970		1971	
IMPORTS														
TOTAL	288	348	339	392	317	202,522	286,083	365,350	413,902	349,578	1,056	1,103		
Aden	10	42	10	27	7	8,853	43,179	9,363	32,463	7,028	1,202	1,004		
Australia	---	---	1	2	---	---	---	882	333	---	166	---		
Ceylon	88	85	113	95	95	60,736	76,810	125,710	129,347	137,832	1,362	1,451		
Fiji	---	1	Neg.	1	---	---	3,478	1,484	5,066	---	5,066	---		
Hong Kong	Neg.	Neg.	Neg.	Neg.	1	326	1,104	933	878	1,062	---	1,062		
India	42	57	88	87	104	7,815	15,323	102,750	109,969	109,332	1,264	1,051		
Korea Dem. Peoples Rep.	---	---	---	4	Neg.	---	---	21,785	24,777	2,724	6,194	---		
Sabah	26	16	22	128	57	9,872	7,065	9,044	55,360	32,946	432	578		
Tanzania	1	10	23	22	20	1,662	8,615	21,845	26,261	27,004	1,194	1,350		
Syria	---	---	---	Neg.	---	---	---	---	199	---	---	---		
Madagascar	81	81	29	6	8	63,824	74,312	31,301	4,722	8,132	787	1,017		
Mozambique	4	22	11	11	11	1,102	18,731	3,288	3,922	3,817	357	347		
Papua	10	8	6	8	2	16,980	16,729	10,878	19,761	5,974	2,470	2,987		
West Malaysia	1	1	1	1	3	379	828	553	844	1,560	844	520		
Others as percent of total	9	7	7	---	---	15	7	7	---	3	---	---		
EXPORTS														
TOTAL	269	315	315	293	398	171,830	216,068	216,068	212,572	171,465	726	431		
Brunei	1	2	2	2	2	811	1,700	1,700	2,492	2,147	1,246	1,074		
Christmas Is.	Neg.	---	---	Neg.	---	18	---	---	11	---	---	---		
Formosa	---	7	7	7	5	---	7,243	7,243	4,136	4,821	591	964		
Hong Kong	41	58	58	63	37	37,052	67,511	67,511	77,857	43,527	1,236	1,176		
Netherlands	---	Neg.	Neg.	Neg.	Neg.	---	79	79	157	11	---	---		
Sabah	Neg.	1	1	1	2	414	841	841	1,289	2,232	1,289	1,116		
Portuguese Timor	Neg.	Neg.	Neg.	Neg.	Neg.	34	102	102	238	282	---	---		
Sarawak	19	19	19	21	20	17,744	20,989	20,989	26,081	26,186	1,242	1,309		
Thailand	16	26	26	27	11	24,746	42,918	42,918	38,880	19,359	1,440	1,760		
West Malaysia	192	202	202	172	319	90,999	74,685	74,685	61,431	69,194	357	217		
Vietnam Rep.	Neg.	---	---	---	2	12	---	---	---	---	---	---		

^{1/} Standard International Trade Code 031306.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 17.---Import and export statistics for sardines, canned,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average	unit value
											1970	1971
	Value in U.S. dollars											
	IMPORTS											
TOTAL	199	152	154	163	137	107,871	88,356	93,768	104,094	94,336	639	689
Australia	---	2	1	1	---	---	2,211	1,424	1,142	---	1,142	---
Bulgaria	---	---	---	3	---	---	---	---	2,456	---	819	---
Canada	2	11	15	13	---	1,924	9,171	12,615	9,431	---	725	---
China	9	9	51	47	31	3,354	3,518	16,800	18,664	11,666	397	376
Denmark	2	2	6	2	1	1,741	1,351	5,447	1,855	1,448	928	1,448
France and Monaco	---	Neg.	---	Neg.	1	---	71	---	208	411	---	411
Greece	---	---	2	4	5	---	1,053	707	1,926	2,295	482	459
Italy & San Marino	Neg.	Neg.	Neg.	1	1	55	524	206	1,129	954	1,129	954
Japan	75	26	3	31	10	35,588	11,365	1,765	18,136	5,647	585	565
Morocco	---	Neg.	6	18	20	---	788	3,179	14,693	12,336	816	617
Netherlands	3	2	Neg.	Neg.	9	1,273	996	203	59	---	687	---
Norway	37	27	31	39	41	30,494	21,625	21,646	30,032	38,070	770	929
Portugal	15	20	22	Neg.	8	10,448	14,732	16,177	516	7,429	---	---
United Kingdom	2	1	5	1	1	3,135	2,602	5,225	2,315	1,483	2,315	1,483
USA	---	Neg.	11	3	---	---	50	7,630	1,500	---	500	---
West Malaysia	49	49	---	Neg.	3	17,979	17,589	---	32	1,261	---	420
Others as percent of total	3	1	1	---	---	2	1	Neg.	---	5	---	---
	EXPORTS											
TOTAL	199	120	206	122	144	91,357	75,663	98,399	58,660	81,527	483	566
Sarawak	67	61	123	55	46	29,170	40,989	54,604	22,845	23,145	415	503
Brunei	4	5	11	30	28	1,995	2,633	5,638	15,544	16,546	518	591
West Malaysia	53	16	58	18	22	25,474	12,251	27,039	9,284	14,450	516	657
Sabah	68	36	13	15	36	29,124	16,897	8,244	7,635	19,271	509	535
Christmas Is.	6	2	1	2	3	3,465	1,205	497	711	1,368	356	119
India	1	Neg.	Neg.	1	1	756	367	410	894	704	894	704
OC Africa	---	Neg.	---	1	2	---	96	---	429	868	429	434
Pakistan	Neg.	Neg.	Neg.	Neg.	Neg.	616	597	700	354	231	---	---
Canada	---	---	Neg.	Neg.	Neg.	---	---	71	214	36	---	---
Ceylon	---	Neg.	Neg.	Neg.	Neg.	140	130	141	176	70	---	---
Portuguese Timor	---	---	Neg.	Neg.	Neg.	---	---	14	148	71	---	---
Australia	Neg.	---	Neg.	Neg.	1	113	---	75	125	560	---	560
Burma	Neg.	Neg.	Neg.	Neg.	Neg.	233	257	101	102	660	---	---
United Kingdom	---	Neg.	Neg.	Neg.	2	14	107	164	100	929	---	465
Cambodia	---	Neg.	Neg.	Neg.	1	7	11	61	99	357	---	357
Others as percent of total	---	---	---	Neg.	---	Neg.	Neg.	1	Neg.	3	---	---

^{1/} Standard International Trade Code 032011.

^{2/} An English ton, or "Jong" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 18.--Import and export statistics for herrings and bristlings, canned,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average	unit value
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	IMPORTS											
TOTAL	328	31	44	35	55	144,943	26,623	35,694	33,952	36,040	970	655
Canada	---	---	---	Neg.	---	---	---	---	161	---	---	---
Denmark	1	1	1	1	1	872	1,138	705	1,972	2,930	1,972	2,930
Germany Fed. Rep.	1	Neg.	2	1	1	1,526	589	1,969	1,181	1,795	1,181	1,181
Hong Kong	---	---	---	4	Neg.	---	---	---	2,364	283	591	---
Netherlands	1	1	2	2	11	894	1,803	3,642	3,094	7,986	1,547	726
Norway	7	5	5	6	2	14,107	9,143	7,813	11,803	4,030	1,967	2,015
United Kingdom	11	19	31	21	16	8,808	11,537	18,740	13,377	10,927	637	683
China	10	4	2	---	16	3,775	1,285	824	---	4,313	---	270
Poland	295	---	---	---	5	112,515	---	---	---	2,027	---	406
Sweden	1	1	1	---	Neg.	2,053	1,112	2,001	---	1,135	---	---
West Malaysia	1	---	---	---	3	393	---	---	---	616	---	205
New Zealand	---	---	---	---	---	---	16	---	---	---	---	---
	EXPORTS											
TOTAL	42	29	33	5	6	22,791	14,846	17,566	4,401	5,575	880	929
Brunei	Neg.	Neg.	Neg.	Neg.	1	126	55	171	221	724	---	724
Burma	---	---	---	---	---	17	---	2	2	---	---	---
Cambodia	---	---	---	---	---	---	---	---	4	---	---	---
Ceylon	---	---	---	---	---	15	6	5	1	---	---	---
Christmas Is.	---	Neg.	Neg.	Neg.	Neg.	---	8	100	27	60	---	---
India	Neg.	1	1	Neg.	Neg.	209	683	344	5	17	---	---
Sabah	1	Neg.	Neg.	Neg.	1	648	33	259	324	402	---	402
Pakistan	Neg.	Neg.	Neg.	Neg.	---	33	45	35	38	---	---	---
Sarawak	1	1	1	Neg.	Neg.	420	488	621	355	567	---	---
Thailand	---	Neg.	Neg.	---	Neg.	3	6	9	7	12	---	---
Vietnam Rep.	---	---	---	---	---	---	1	---	4	---	---	---
West Malaysia	40	27	31	5	3	21,301	13,415	16,019	3,413	3,261	683	1,087
OC Asia	Neg.	Neg.	---	---	---	19	106	---	---	---	---	---
Philippines	---	---	---	---	---	---	---	1	---	---	---	---

^{1/} Standard International Trade Code 032012.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 19.--Import and export statistics for pilchards, canned,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	-----Volume in English tons ^{2/} -----											
	-----Value in U.S. dollars-----											
	IMPORTS						EXPORTS					
TOTAL	13	6	5	4	3	5,677	3,555	3,127	2,403	1,750	601	583
Netherlands	--	--	Neg. ^{3/}	Neg.	--	--	--	31	60	--	--	--
Poland	6	3	2	2	2	2,005	1,055	704	750	938	375	469
United Kingdom	2	3	2	2	1	1,745	2,300	1,707	1,547	813	774	813
West Malaysia	--	--	--	Neg.	--	--	--	--	46	--	--	--
Mozambique	5	--	--	--	--	1,927	--	--	--	--	--	--
USA	--	--	1	--	--	--	--	685	--	--	--	--

TOTAL	2	2	2	1	1	1,556	1,630	1,833	1,035	770	1,035	770
Brunei	--	Neg.	Neg.	Neg.	Neg.	--	18	8	41	64	--	--
Sabah	--	--	--	Neg.	Neg.	--	--	--	55	58	--	--
Pakistan	--	--	--	--	--	--	--	--	2	--	--	--
Sarawak	Neg.	--	--	Neg.	Neg.	21	--	--	40	22	--	--
West Malaysia	2	2	2	1	Neg.	1,401	1,266	1,707	897	334	897	--
India	Neg.	Neg.	Neg.	--	--	134	296	118	--	--	--	--
OC Asia	--	Neg.	--	--	--	--	50	--	--	--	--	--

^{1/} Standard International Trade Code 032013.

^{2/} An English ton, or "long" ton, equals 2,249.

^{3/} Negligible.

Appendix Table 20.--Import and export statistics for salmon, canned, ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
Value in U.S. dollars												
IMPORTS												
TOTAL	194,501	159,900	106,724	142,856	145,596	163,952	130,969	92,556	132,045	142,844	.92	.98
Australia	4,320	6,624	4,320	9,072	3,840	1,723	2,630	1,717	3,589	1,527	.40	.40
Canada	91,379	77,560	49,583	41,795	45,233	69,551	58,869	39,413	38,994	43,798	.93	.97
Denmark	1,214	3,140	4,022	1,543	2,249	1,847	3,918	4,896	2,510	4,246	.61	1.89
Japan	28,910	26,172	16,711	10,484	25,243	28,354	22,360	18,552	7,026	24,280	.67	.96
USSR	5,100	2,343	---	4,650	---	2,876	1,955	---	3,543	---	.76	---
United Kingdom	19,684	11,975	16,308	14,013	4,329	15,060	9,518	11,655	13,547	4,268	.97	.99
USA	43,442	32,045	15,513	60,944	64,516	44,374	31,623	16,222	62,269	64,283	1.02	.99
West Malaysia	452	---	264	355	276	167	---	186	567	442	1.60	1.60
Sweden	---	41	3	---	---	---	96	---	---	2/	---	---
Others as percent of total	---	---	---	---	---	---	---	---	---	Neg.	---	---
EXPORTS												
TOTAL	30,198	28,230	22,220	18,466	9,019	34,759	28,657	26,190	23,603	12,328	1.28	1.37
West Malaysia	24,017	21,474	14,966	8,133	2,897	27,640	20,963	17,367	10,715	4,567	1.32	1.58
Sabah	1,581	1,602	2,818	2,325	1,313	1,761	1,807	3,253	2,594	1,598	1.12	1.22
Brunei	1,217	1,839	1,734	1,932	1,799	1,093	1,878	1,776	2,342	2,110	1.21	1.17
United Kingdom	---	---	---	1,456	---	---	---	---	1,732	---	1.19	---
India	345	338	403	910	343	406	369	566	953	614	1.05	1.79
Thailand	381	284	107	890	469	576	457	174	1,090	670	1.22	1.43
Sarawak	922	1,353	668	664	971	921	1,318	784	760	1,276	1.14	1.32
Pakistan	816	604	659	464	320	1,269	931	998	817	541	1.76	1.69
Vietnam Rep.	86	2	10	452	22	103	4	14	717	43	1.59	1.96
Nepal	---	---	---	356	103	---	---	---	486	175	1.37	1.70
Christmas Is.	183	325	188	300	48	228	408	237	436	66	1.45	1.58
Ceylon	187	170	330	254	227	286	248	520	459	364	1.81	1.60
Portuguese Timor	---	5	---	210	---	---	5	---	306	---	1.46	---
Burma	137	62	120	102	27	173	77	184	169	55	1.66	2.04
Cambodia	31	99	69	10	138	45	120	86	15	249	1.81	---
Others as percent of total	1	Neg.	1	Neg.	---	1	Neg.	1	Neg.	2	---	---

^{1/} Standard International Trade Code 032014.

^{2/} Negligible.

Appendix Table 21.--Import and export statistics for fish paste, excluding belachan,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in pounds					Value in U.S. dollars						
	IMPORTS					EXPORTS						
TOTAL	205,774	211,185	259,186	228,725	274,068	52,046	50,011	60,052	57,736	68,931	.25	.25
Australia	8,565	3,931	9,976	650	192	2,838	1,605	2,648	1,172	586	1.37	1.43
China	227	---	---	45	---	199	---	42	---	---	.26	.28
France and Monaco	---	---	---	861	---	---	---	---	---	---	.93	---
Greece	5,169	6,020	3,087	3,264	1,104	2,138	2,358	1,093	1,693	576	.75	---
Hong Kong	---	372	47	66	---	90	373	57	146	---	.52	---
Sweden	16,398	20,394	15,105	13,863	10,039	10,902	11,267	7,998	8,330	5,834	2.21	---
United Kingdom	174,663	180,418	227,872	205,451	260,175	35,258	34,306	46,941	44,819	60,694	.60	.58
West Malaysia	670	50	1,213	---	360	621	102	394	---	775	.22	.23
Japan	---	---	86	---	---	---	---	---	---	---	2.15	---
Italy and San Marino	---	---	1,800	---	75	---	---	173	---	---	---	---
USA	---	---	---	---	---	---	---	728	---	191	---	2.55
	EXPORTS					IMPORTS						
TOTAL	452,656	136,840	85,504	40,103	59,800	32,706	18,510	14,508	7,521	10,569	.19	.18
Australia	70	132	172	385	1,739	21	62	81	214	712	.56	.41
Brunei	502	664	1,034	380	623	158	277	376	175	419	.46	.67
Ceylon	13	5	3	6	---	18	8	6	13	---	2.17	---
India	9	6	52	3	---	14	8	29	2	---	.67	---
Japan	---	---	---	5	---	---	---	---	1	---	.20	---
Netherlands	7,247	6,706	7,149	6,293	9,216	2,484	2,261	2,121	1,334	2,036	.21	.22
Sabah	8,074	5,054	1,988	474	292	2,721	1,638	641	157	138	.33	.47
Pakistan	41	22	7	2	---	57	37	11	4	---	.50	---
Sarawak	4,128	5,670	4,578	9,351	9,269	921	1,778	1,425	2,222	2,049	.24	.22
West Malaysia	56,345	41,301	45,237	23,204	36,914	9,343	7,327	6,505	3,399	4,696	.15	.13
Cambodia	1	---	---	---	---	1	---	---	---	---	---	---
Sudan	2	---	---	---	---	1	---	---	---	---	---	---
Thailand	375,347	76,619	4,828	---	---	16,770	4,924	273	---	---	---	---
United Kingdom	84	507	375	---	---	179	114	132	---	---	---	---
OC Asia	13	2	---	---	---	18	2	---	---	---	---	---
Others as percent of total	---	Neg.	23	---	---	---	Neg.	20	---	5	---	---

^{1/} Standard International Trade Code 032015.

^{2/} Negligible.

Appendix Table 22.--Import and export statistics for shark fins, prepared, ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value
	Volume in English tons ^{2/}					Value in U.S. dollars					1970 : 1971
	IMPORTS					EXPORTS					
TOTAL	10	13 3/4	7	5	2	30,253	44,974	38,458	26,828	20,318	5,366
Hong Kong	1	Neg.	1	1	1	1,617	1,606	7,183	7,942	15,062	7,942
India	--	--	Neg.	Neg.	Neg.	--	--	649	128	1,792	--
Japan	3	6	5	4	1	12,503	23,474	26,941	18,304	3,300	4,576
West Malaysia	2	1	Neg.	Neg.	--	3,349	864	375	454	--	--
China	4	6	1	--	--	12,784	19,030	3,310	--	--	--
	IMPORTS					EXPORTS					
TOTAL	11	28	27	20	20	32,328	76,565	87,171	91,045	89,160	4,552
Brunei	Neg.	1	1	1	1	54	2,523	3,850	4,973	4,629	4,629
France and Monaco	--	--	--	Neg.	--	--	--	--	107	--	--
Hong Kong	Neg.	Neg.	--	Neg.	Neg.	1,429	306	--	1,354	1,389	--
Netherlands	Neg.	Neg.	Neg.	Neg.	Neg.	500	536	2,321	2,686	2,857	--
Sabah	Neg.	1	1	2	3	1,385	2,309	4,024	11,686	17,022	5,843
Portuguese Timor	--	Neg.	--	Neg.	--	--	57	29	80	--	--
Sarawak	3	6	6	7	7	8,721	26,375	28,905	35,248	37,050	5,035
Thailand	1	1	2	1	1	2,648	3,558	9,013	1,911	2,494	1,911
United Kingdom	--	--	--	Neg.	Neg.	--	--	--	571	692	--
West Malaysia	7	19	17	9	8	17,561	40,901	38,776	32,429	22,793	3,603
Denmark	--	--	--	--	Neg.	30	--	--	--	191	--
Vietnam Rep.	--	--	Neg.	--	--	--	--	205	--	--	--
OC Asia	--	--	--	--	--	--	--	48	--	--	--

^{1/} Standard International Trade Code 032016.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 23.--Import and export statistics for tuna, canned,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value
	Volume in English tons ^{2/}					Value in U.S. dollars					1970 : 1971
TOTAL	26 3/4	32	28	42	45	29,816	39,692	32,875	52,700	58,510	1,255
Australia	Neg.	---	Neg.	1	1	689	---	689	927	1,540	1,302
France and Monaco	---	---	Neg.	Neg.	---	---	---	1,887	1,176	---	1,540
Italy and San Marino	---	---	---	Neg.	---	---	---	---	124	---	---
Japan	18	3	3	4	4	16,953	3,164	3,374	4,241	5,054	1,060
United Kingdom	1	2	1	2	1	1,145	2,912	1,243	2,418	1,934	1,209
USA	4	18	8	10	7	9,754	26,478	13,599	22,608	18,964	2,261
West Malaysia	3	9	16	25	31	1,275	7,138	12,083	21,206	31,018	848
											1,001
IMPORTS											
TOTAL	4	5	5	3	54	6,317	7,951	8,541	5,840	36,258	1,947
Brunei	Neg.	Neg.	Neg.	Neg.	1	239	383	360	444	1,401	1,401
Burma	Neg.	Neg.	Neg.	Neg.	Neg.	46	156	92	36	86	---
Cambodia	---	---	---	---	Neg.	8	17	26	15	25	---
Ceylon	Neg.	Neg.	Neg.	Neg.	Neg.	251	356	499	293	279	---
India	Neg.	---	Neg.	Neg.	Neg.	11	57	171	51	575	---
Nepal	---	---	---	Neg.	Neg.	---	---	---	97	182	---
Sabah	1	2	1	1	1	1,111	1,790	1,658	832	888	888
Pakistan	Neg.	---	Neg.	Neg.	Neg.	823	931	1,116	789	602	---
Sarawak	1	1	1	1	1	644	1,005	958	630	627	627
Thailand	Neg.	Neg.	Neg.	Neg.	1	156	69	57	711	3,630	3,630
Vietnam Rep.	---	---	Neg.	Neg.	Neg.	18	1	57	608	175	---
OC Middle East	---	---	---	---	---	---	---	---	9	---	---
West Malaysia	2	2	3	1	Neg.	2,972	3,143	3,527	1,325	981	1,325
Portuguese Timor	Neg.	---	---	---	---	14	---	---	---	---	---
OC Asia	---	Neg.	---	---	---	24	43	20	---	---	---
Italy & San Marino	---	---	---	---	50	---	---	---	---	26,786	536
EXPORTS											

^{1/} Standard International Trade Code 032017.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 25.--Import and export statistics for fish and fish preps, canned, ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
	Volume in English tons ^{2/}					Value in U.S. dollars					1970 : 1971	
	IMPORTS											
TOTAL	4,886	5,059	8,286	6,980	12,962	2,126,247	2,242,159	3,575,311	2,732,783	5,637,945	392	434
Japan	4,326	4,696	8,019	6,764	12,443	1,859,241	2,024,255	3,202,798	2,577,137	5,298,853	381	425
China	488	273	202	165	359	199,980	133,529	101,446	86,419	171,225	524	477
West Malaysia	36	44	12	21	75	19,252	18,902	5,830	11,950	40,949	569	546
Hong Kong	12	8	11	8	9	7,774	5,995	8,327	7,404	7,502	926	834
Norway	14	23	10	8	22	10,270	18,220	9,818	6,523	27,278	815	1,240
Australia	---	3	6	5	19	---	3,200	5,246	4,772	11,609	954	611
Denmark	2 ^{3/}	4	6	4	5	9,023	9,368	10,954	12,386	15,747	3,097	3,149
Portugal	Neg. ^{3/}	Neg.	1	3	17	596	884	3,215	6,796	12,299	2,265	723
France and Monaco	---	1	1	1	Neg.	3	1,605	1,025	1,219	1,176	1,219	---
Italy and San Marino	2	3	1	1	Neg.	4,875	6,692	3,088	3,141	1,885	3,141	---
USSR	Neg.	Neg.	Neg.	Neg.	Neg.	6,500	10,213	8,176	11,325	24,732	---	---
United Kingdom	2	3	2	4	4	2,843	4,889	2,883	1,972	5,509	---	1,377
Formosa	---	---	---	Neg.	2	---	---	---	465	5,441	---	2,721
Germany Fed. Rep.	Neg.	Neg.	1	Neg.	2	675	573	1,118	415	6,103	---	3,052
Greece	---	---	Neg.	Neg.	Neg.	---	---	116	274	170	---	---
Others as percent of total	Neg.	Neg.	Neg.	Neg.	---	Neg.	Neg.	Neg.	Neg.	Neg.	---	---
EXPORTS												
TOTAL	1,361	1,298	1,563	1,728	2,166	545,624	525,782	637,786	679,466	891,629	393	412
West Malaysia	741	417	770	602	1,002	274,431	154,490	300,637	215,560	387,101	358	386
Sabah	348	455	359	495	488	141,278	185,586	139,997	192,884	207,458	390	425
Sarawak	228	338	334	308	348	105,086	140,070	142,800	120,771	129,341	392	372
Thailand	9	12	Neg.	170	70	3,961	6,793	925	73,754	38,249	434	546
Brunei	26	33	63	136	165	14,144	17,346	33,016	63,643	76,782	468	465
USA	1	1	2	4	1	818	699	1,163	2,601	966	650	966
Australia	1	1	2	3	3	460	525	1,471	1,961	2,089	654	696
Canada	---	---	1	2	1	214	---	758	1,202	437	601	437
Christmas Is.	3	3	3	2	3	1,832	1,974	1,478	1,432	1,780	716	593
Portuguese Timor	Neg.	Neg.	Neg.	2	5	207	244	108	854	1,985	427	397
United Kingdom	Neg.	3	2	2	2	45	2,701	1,393	1,456	1,550	728	775
Japan	Neg.	---	---	1	---	65	---	1	1,357	---	1,357	---
OC Africa	Neg.	1	1	1	2	50	376	285	103	1,074	103	537
Netherlands	2	Neg.	2	Neg.	Neg.	804	313	1,374	411	16	---	---
New Guinea British	---	---	---	Neg.	---	---	---	---	368	---	---	---
Others as percent of total	Neg.	3	2	Neg.	---	Neg.	3	2	Neg.	---	---	---

^{1/} Standard International Trade Code 032019.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 26.--Import and export statistics for abalone, canned,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971		
	IMPORTS											
TOTAL	721	693	761	852	925	1,402,068	1,352,550	1,440,137	1,953,827	2,659,601	2,293	2,875
Australia	270	352	397	242	179	423,333	517,836	546,401	494,830	482,054	2,045	2,693
Japan	8	10	10	2	12	31,700	56,785	40,774	15,010	64,648	7,505	5,387
Mexico	424	310	320	445	368	907,822	757,129	800,274	1,155,539	1,233,899	2,597	3,352
New Zealand	---	---	30	152	331	---	---	42,135	256,358	785,254	1,687	2,372
USA	8	19	4	4	18	18,409	37,758	10,553	13,286	47,738	3,322	2,652
West Malaysia	11	2	---	7	6	20,804	3,042	---	18,804	20,949	2,686	3,491
	EXPORTS											
TOTAL	245	275	221	341	422	462,565	467,527	374,819	712,572	1,004,697	2,090	2,381
Australia	Neg. ^{3/}	Neg.	Neg.	Neg.	Neg.	117	193	206	288	1,175	---	---
Brunei	14	17	22	21	19	20,776	25,289	38,067	51,873	58,900	2,470	3,100
Cambodia	---	---	Neg.	2	12	7	---	307	5,815	27,876	2,908	2,323
Formosa	---	2	2	6	3	---	4,286	3,946	16,379	8,625	2,730	2,875
Hong Kong	50	66	56	179	126	110,036	116,977	102,471	407,390	387,675	2,276	3,076
India	---	---	Neg.	Neg.	Neg.	---	14	28	312	286	---	---
Japan	---	---	---	4	Neg.	---	---	---	8,929	121	2,232	---
Sabah	25	27	27	22	22	37,283	41,939	42,999	37,560	46,815	1,707	2,127
Portuguese Timor	1	1	Neg.	Neg.	Neg.	982	1,545	575	679	1,075	---	---
Sarawak	13	19	10	10	11	21,879	30,668	16,040	16,781	25,616	1,678	2,328
Thailand	22	5	13	36	94	52,247	8,014	25,556	61,607	167,661	1,783	1,783
Vietnam Rep.	---	---	3	6	67	6	---	3,333	7,672	151,547	1,279	2,261
West Malaysia	115	137	88	55	69	210,912	235,899	139,553	97,287	126,606	1,769	1,834
Christmas Is.	Neg.	Neg.	Neg.	---	Neg.	883	584	398	---	507	---	---
Laos	5	1	---	---	---	6,943	2,071	---	---	---	---	---
Others as percent of Total	Neg.	Neg.	Neg.	---	---	Neg.	Neg.	Neg.	---	Neg.	---	---

^{1/} Standard International Trade Code 032021.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 27.--Import and export statistics for crustacea and mollusks, canned, ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971		
IMPORTS												
TOTAL	701	682	526	1,132	462	428,110	398,196	339,514	772,076	305,431	682	661
Australia	2	---	5	Neg. ^{3/}	1	3,618	---	8,774	49	6,068	---	6,068
Canada	---	---	---	Neg.	Neg.	---	---	---	391	977	---	---
China	191	147	119	145	317	82,931	73,296	66,866	78,923	127,684	544	403
Denmark	1	1	1	Neg.	1	3,231	2,472	2,399	595	1,689	---	1,689
Formosa	---	---	---	3	3	---	---	---	7,319	6,754	2,440	2,251
France and Monaco	1	1	2	1	1	1,771	6,082	9,963	6,861	11,453	6,861	11,453
Hong Kong	1	Neg.	Neg.	Neg.	Neg.	522	628	197	115	6	---	---
India	2	2	2	4	2	933	3,962	4,627	8,718	4,719	2,180	2,360
Japan	397	486	348	832	60	241,068	271,034	211,310	590,551	85,172	710	1,386
Korea Rep.	1	Neg.	---	15	Neg.	2,713	430	---	7,396	579	493	---
Norway	---	---	---	Neg.	---	---	---	---	135	---	---	---
Pakistan	---	---	---	Neg.	---	---	---	---	16	---	---	---
United Kingdom	1	1	2	2	1	3,029	3,901	4,864	5,565	2,335	2,782	2,335
USA	4	5	6	32	3	15,899	11,545	6,998	18,082	10,650	565	3,550
West Malaysia	97	38	41	98	67	65,766	23,068	23,516	47,360	41,343	483	617
Others as percent of total	1	Neg.	---	---	---	2	Neg.	---	---	3	---	---
EXPORTS												
TOTAL	544	503	469	592	365	305,737	248,287	253,100	330,635	208,858	559	572
Sabah	147	123	94	166	88	72,887	58,363	41,476	76,353	45,223	460	514
Brunei	88	107	115	154	117	49,866	56,169	65,413	93,043	70,640	604	604
Sarawak	118	130	92	135	56	71,621	63,238	44,385	63,260	26,778	469	478
West Malaysia	169	129	146	120	60	75,723	57,952	82,404	80,363	35,669	670	594
Australia	2	4	5	5	9	2,058	2,920	3,396	4,026	5,671	805	630
Canada	1	---	2	2	1	558	---	1,446	1,586	640	793	640
Thailand	Neg.	1	Neg.	2	Neg.	489	1,271	100	2,059	821	1,030	---
United Kingdom	Neg.	1	3	2	4	150	619	2,984	1,871	3,018	936	755
USA	1	1	1	2	Neg.	354	570	385	1,339	239	670	---
Christmas Is.	1	2	1	1	1	782	1,330	685	664	520	664	520
Hong Kong	13	4	8	1	25	21,663	3,504	7,481	1,560	13,990	1,560	560
Pakistan	Neg.	Neg.	Neg.	1	---	545	753	520	217	---	217	---
OC Africa	1	Neg.	Neg.	1	Neg.	2,826	209	15	1,789	61	1,789	---
Greece	---	---	---	Neg.	Neg.	---	---	---	604	274	---	---
Laos	---	---	---	Neg.	Neg.	---	---	---	500	---	---	---
Others as percent of total	1	Neg.	Neg.	Neg.	---	2	1	1	Neg.	2.5	---	---

^{1/} Standard International Trade Code 032023.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 28.--Import and export statistics for preparations of crustacea and mollusks, not canned, ^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value 1970 : 1971
	Volume in pounds					Value in U.S. dollars					
	IMPORTS					EXPORTS					
TOTAL	447,510	1,179,727	914,002	1,133,661	966,108	361,053	731,052	773,089	684,608	586,934	.60
Brunei	---	---	1,289	141	---	---	---	546	42	---	.30
China	74,102	67,450	63,800	49,358	75,316	21,306	18,299	18,292	15,131	25,834	.31
Hong Kong	492	3,767	412	845	600	269	2,921	225	569	407	.67
Japan	330,307	1,058,584	757,127	1,010,084	669,883	321,671	699,996	729,505	654,529	471,564	.65
Korea Rep.	15,861	2,640	13,022	528	---	12,169	1,898	12,623	506	---	.96
United Kingdom	---	---	---	920	261	---	---	---	376	313	.41
West Malaysia	26,710	45,606	78,352	71,785	138,471	5,519	7,581	11,898	13,455	27,476	.19
Sabah	---	1,680	---	---	---	---	357	---	---	---	.20
Denmark	38	---	---	---	---	119	---	---	---	---	---
	EXPORTS					IMPORTS					
TOTAL	480,334	1,655,351	1,392,378	1,351,969	1,637,079	213,756	577,935	550,605	646,543	845,583	.52
West Malaysia	63,438	965,748	706,971	488,420	618,789	18,516	219,816	200,502	150,165	187,334	.31
Sarawak	156,843	201,993	233,999	269,607	228,777	50,725	70,161	76,944	93,317	86,055	.35
Hong Kong	63,363	107,450	141,385	220,290	166,630	72,318	114,804	142,043	249,432	246,680	1.13
Netherlands	17,297	33,253	66,146	112,594	171,460	6,538	13,501	24,569	42,403	62,031	.38
Sabah	102,433	139,815	84,148	102,064	111,788	31,735	56,231	28,414	34,350	37,478	.34
Brunei	33,576	87,990	58,542	83,672	137,793	8,293	28,025	18,143	29,987	58,915	.36
Thailand	20,380	64,408	44,406	35,577	272,476	15,754	40,556	38,119	30,687	21,141	.86
Aden	11,918	20,547	20,893	16,187	19,737	3,452	4,303	4,956	5,048	4,789	.31
Australia	3,265	6,799	5,508	6,949	8,601	1,430	3,672	2,483	3,239	4,751	.47
USA	1,963	670	2,831	6,000	3,465	926	300	1,226	2,027	1,324	.34
Japan	---	---	---	4,620	132,082	---	---	---	1,511	120,710	.33
Portuguese Timor	800	2,787	1,360	2,799	6,266	389	1,120	516	780	2,682	.28
Canada	480	480	500	1,488	2,315	604	614	616	1,882	2,686	1.26
United Kingdom	140	---	---	1,030	2,539	65	---	---	1,427	6,637	1.39
OC Africa	11	208	1,523	672 ^{2/}	901	33	154	520	268	531	.40
Others as percent of total	1	1	2	Neg. ^{2/}	---	1	4	2	Neg.	Neg.	---

^{1/} Standard International Trade Code 032028.

^{2/} Negligible.

Appendix Table 29.--Import and export statistics for prawn dust,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
	Volume in English tons ^{2/}					Value in U.S. dollars					1970	1971
	IMPORTS					EXPORTS						
TOTAL	1,404	1,666	3,408	2,578	1,886	364,481	131,654	742,857	193,184	129,658	75	69
China	822	811	1,141	226	197	218,499	59,627	226,086	18,162	17,781	80	90
Hong Kong	18	---	---	26	---	3,197	---	---	1,916	---	74	---
Pakistan	25	---	---	2	2	6,145	---	---	554	316	177	158
Thailand	55	---	88	366	216	14,067	---	15,265	26,895	35,180	73	163
West Malaysia	262	747	2,090	1,958	1,471	65,113	55,691	460,985	145,857	277,188	74	188
Cambodia	216	108 ^{3/}	89	---	---	55,505	16,333	40,521	---	---	---	---
Sabah	---	Neg.	---	---	---	---	3	---	---	---	---	---
TOTAL	1,730	1,239	876	789	1,124	390,320	84,243	176,972	57,581	83,765	73	75
Brunei	127	201	150	278	274	36,713	19,890	42,665	24,536	22,624	88	83
Hong Kong	7	---	2	Neg.	Neg.	12,550	---	1,500	4	21	---	---
Sabah	7	5	5	32	18	2,176	477	1,297	3,146	1,714	98	95
Sarawak	119	56	26	37	132	26,731	5,650	8,026	3,302	16,446	89	125
Thailand	---	---	---	Neg.	---	---	---	---	94	---	---	---
United Kingdom	---	---	---	6	5	---	---	---	721	521	120	104
West Malaysia	1,464	975	693	436	691	309,847	58,023	123,123	25,778	41,835	59	61
Christmas Is.	3	2	1	---	---	956	203	361	---	---	---	---

^{1/} Standard International Trade Code 081401.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 30.--Import and export statistics for oils of fish and marine mammals,^{1/} Singapore, 1967-1971

	1967	1968	1969	1970	1971	1967	1968	1969	1970	1971	Average unit value	
											1970	1971
	Volume in English tons ^{2/}					Value in U.S. dollars						
	IMPORTS											
TOTAL	455	594	521	439	197	128,888	418,333	115,561	128,307	66,314	292	337
Australia	---	---	---	1	---	---	---	---	637	---	637	---
Brazil	1	16	15	25	22	71	3,770	1,147	2,000	1,786	80	81
Cambodia	23	119	---	111	---	2,863	97,221	---	24,557	---	221	---
Japan	Neg.	Neg.	---	Neg.	1	56	386	---	244	256	---	256
Netherlands	---	---	---	7	---	---	---	---	1,874	---	268	---
New Zealand	---	---	---	1	---	---	---	---	257	---	257	---
Norway	372	367	407	130	97	109,008	250,735	88,014	39,572	32,865	304	339
United Kingdom	41	60	74	159	73	13,838	48,655	21,472	57,673	28,176	363	386
OC Western Europe	1	13	11	4	---	301	10,007	3,686	1,333	---	333	---
West Malaysia	---	Neg.	Neg.	1	2	---	Neg.	84	160	147	160	74
Others as percent of total	4	3	3	---	1	2	2	2	---	5	---	---
EXPORTS												
TOTAL	55	211	68	59	13	25,454	131,059	15,147	19,094	3,798	324	292
Brunei	Neg.	---	Neg.	2	Neg.	85	---	333	650	146	325	---
Sabah	---	Neg.	3	Neg.	Neg.	---	767	753	121	24	---	---
Sarawak	29	25	23	9	Neg.	8,053	20,127	5,597	2,357	149	262	---
West Malaysia	20	5	42	48	12	15,758	5,048	8,464	15,966	3,479	333	290
Cambodia	5	84	---	---	---	1,319	45,032	---	---	---	---	---
Others as percent of total	2	54	---	---	8	1	54	---	---	---	---	---

^{1/} Standard International Trade Code 411100.

^{2/} An English ton, or "long" ton, equals 2,249 pounds.

^{3/} Negligible.

Appendix Table 31.---Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
-----Metric tons-----													
SHRIMP AND PRAWN													
Asia Fishing Industry Corp., Pte., Ltd.....	5.59	6.85	12.19	--	15.69	2.35	11.52	6.30	--	7.17	--	19.21	86.87
Southseas Fisheries, Pte., Ltd.....	3.66	3.34	32.77	36.97	25.71	29.99	4.36	--	--	--	--	--	136.80
Chip Chuan Trading Co.....	--	--	--	1/	--	--	--	--	14.18	4.06	11.50	11.11	40.85
Malayan Refrigerating Co....	--	--	--	Neg.	--	--	--	5.44	3.36	--	2.34	5.04	16.18
Fairsea International.....	--	--	--	--	--	--	--	--	--	--	12.52	--	12.52
Pacific Foods Co.....	--	--	--	--	4.65	11.74	9.83	6.29	5.52	.97	1.59	2.79	43.38
Sin Aik Trading Co.....	--	--	--	--	--	--	--	--	2.72	--	6.53	12.86	22.11
Yong Siang Importers & Exporters.....	--	--	--	--	.34	3.02	2.24	3.55	3.17	1.65	2.63	6.22	22.82
Taiyo Fisheries Co., Ltd.....	--	--	--	Neg.	--	--	--	16.01	--	--	--	--	16.01
Singapore Frozen Food Co., Ltd.....	--	--	--	--	--	.57	1.27	10.02	2.27	.29	.84	0.17	15.43
Mitsui & Co., Ltd.....	--	--	--	--	--	--	--	--	--	3.65	--	--	3.65
Hong Iye Hang, Pte., Ltd....	--	--	--	1.53	9.78	--	--	--	--	--	--	--	11.31
Cold Storage (M) Sdn. Bhd..	--	--	--	--	--	--	--	--	--	--	3.66	--	3.66
Hekola Aquarium.....	--	0.73	--	--	3.21	6.73	.89	.14	.29	--	.11	0.80	12.90
Hock Heng & Co.....	--	--	--	--	--	--	--	--	--	--	6.19	15.44	21.63
Zanta Trading Co.....	--	--	--	--	--	3.03	1.74	--	.66	1.38	--	5.93	12.74
Central Air Cargo Agency Pte., Ltd.....	--	--	--	--	4.70	--	--	--	2.23	.30	--	--	7.23

1/ Negligible

Continued--

Appendix Table 31.--Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971 (Cont'd.)

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
-----Metric tons-----													
<u>SHRIMP AND PRAWN</u>													
Chye Seng.....	--	--	--	--	.28	.23	.45	.45	--	--	--	--	1.41
Ben & Co., Ltd.....	--	--	--	--	.91	--	--	--	--	--	--	--	.91
Chan Huat.....	--	--	--	--	--	.75	.20	--	--	--	--	--	.95
Seng Hong & Co.....	--	--	--	--	.99	--	--	--	--	--	--	--	.99
Red Sea Aquarium.....	--	--	--	--	--	--	--	--	--	--	.89	--	.89
Fitzpatrick's Food Supplies (F.E.), Ltd.....	--	--	--	.02	--	--	--	.06	--	--	.04	.02	.14
San Seng.....	--	--	--	--	--	--	--	--	--	--	.50	.20	.70
Phoon Huat & Co., Pte., Ltd.	--	--	--	--	--	--	--	--	.44	--	--	--	.44
Hock Huat Fish Merchant....	--	--	--	--	--	--	--	--	--	--	.04	2.26	2.30
Liatson Co.....	--	--	--	--	--	--	--	--	.22	.84	--	--	1.06
Chin Joo Hong, Pte., Ltd.....	--	--	--	--	--	--	--	.05	--	--	--	--	.05
Tiong Huat Fish Merchant....	--	--	--	--	--	--	--	--	.49	--	--	--	.49
International Services & Supply, Pte., Ltd.....	--	--	--	--	--	--	.01	--	--	--	--	--	.01
Heng Kee Fishery Industry Co.....	--	--	--	--	.09	--	--	--	--	--	--	--	.09
Connell Bros. Co., Ltd.....	--	--	--	--	--	--	--	.01	--	--	--	--	.01
Monthly total.....	9.25	10.92	44.96	38.52	66.35	58.41	32.51	48.32	35.55	20.31	49.38	82.05	496.53
Prawns supplied at Jurong fish port.....	360.33	447.20	443.66	429.61	689.48	434.28	806.48	1,120.39	438.91	480.55	416.32	463.58	6,530.79
Total.....	369.58	458.12	488.62	468.13	755.83	492.69	838.99	1,168.71	474.46	500.86	465.70	545.63	7,027.32

Continued--

Appendix Table 31.--Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971 (Cont'd.)

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly : total
-----Metric tons-----													
<u>ABALONE</u>													
Chop Guan Bee.....	--	.14	--	--	--	--	--	--	--	--	--	--	.14
Winning Corporation.....	--	--	1.00	--	2.18	--	--	--	--	--	--	--	3.18
Ng Chye Mong.....	--	--	--	--	1.07	--	--	--	.57	--	--	.64	2.28
K. J. Kim Co.....	--	--	--	--	--	--	--	.01	--	--	--	--	.01
Central Air-Cargo Agency....	--	--	--	--	--	--	--	--	--	--	--	--	--
Malayan Refrigerating Co....	--	--	--	.89	--	--	--	--	--	--	5.05	--	5.94
Monthly totals.....	--	.14	1.00	.89	3.25	--	--	.01	.57	--	5.05	.64	11.55
<u>FRESHWATER EEL</u>													
Cold Storage.....	--	.08	--	--	--	--	--	--	--	--	--	.07	.15
Heap Seng & Co.....	--	.23	.23	--	--	--	--	--	--	--	.45	--	.91
Fitzpatrick's.....	--	--	--	--	--	--	--	--	--	--	--	.10	.10
Ming Court Hotel.....	--	--	--	--	--	--	--	--	--	--	--	.02	.02
Monthly totals.....	--	.31	.23	--	--	--	--	--	--	--	.45	.19	1.18
<u>CUTTLEFISH</u>													
Siang Huat Hung.....	24.60	--	--	--	--	--	--	--	20.00	9.90	--	40.00	94.50
Tai Wee Co., Pte., Ltd.....	--	20.00	--	40.00	--	--	--	30.00	--	--	--	--	90.00
Koon Aik Co.....	--	--	--	--	.30	--	--	--	--	--	--	--	.30
Chin Huat Co., Pte., Ltd....	--	--	--	--	--	--	--	--	--	.01	--	--	.01
Chop Thye Seng.....	--	--	--	--	--	--	--	--	--	--	--	1.02	1.02
Monthly total.....	24.60	20.00	--	40.00	.30	--	--	30.00	20.00	9.91	--	41.02	185.83
<u>Fish supplied at Jurong fish port.....</u>													
42.89	69.91	61.16	55.00	64.77	64.21	60.17	42.56	64.87	71.23	578.02	70.81	1,245.60	
67.49	89.91	61.16	95.00	65.07	64.21	60.17	72.56	84.87	81.14	578.02	111.83	1,431.43	

Continued--

Appendix Table 31.--Selected processed and unprocessed fish imports, by months and firms, Singapore 1971 (Cont'd)

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
THREADFIN													
Lian Guan Hang.....	.30	--	--	--	--	--	--	8.15	14.50	17.95	--	--	40.90
Koh Chong Khew.....	.30	--	--	--	--	--	--	--	--	--	--	--	.30
Chye Seng Marine Prod. Co..	--	--	--	--	--	--	.53	--	--	--	--	--	.53
Pacific Foods.....	--	--	--	--	--	--	--	.41	1.46	.80	1.31	--	3.98
Chye Seng Trading Co.....	--	--	--	--	--	--	--	--	4.06	3.64	1.00	.60	9.30
Seng Heng & Co.....	--	--	--	--	--	.16	--	--	--	--	.54	--	.70
Monthly total.....	.60	--	--	--	--	.16	.53	8.56	20.02	22.39	2.85	.60	55.71
Fish supplied at Jurong fish port.....	27.36	28.98	43.79	33.82	39.51	29.85	19.57	38.60	63.35	107.31	76.46	64.92	573.52
Total.....	27.96	28.98	43.79	33.82	39.51	30.01	20.10	47.16	83.37	129.70	79.31	65.52	629.23
SEA CUCUMBER (BEGH-DE-MER)													
Eng Thong Co., Pte., Ltd....	--	--	--	--	.41	1.60	--	--	--	2.36	3.98	2.01	10.36
Chin Huat Co., Pte., Ltd....	--	--	--	--	--	--	--	--	--	4.32	.15	--	4.47
A. C. Galsta Co., Pte., Ltd.	--	--	--	--	--	--	--	--	.09	.50	--	--	.59
Lao Chin Tai Co.....	--	--	--	--	--	--	--	--	--	.02	.18	--	.20
Monthly total.....	--	--	--	--	.41	1.60	--	--	.09	7.20	4.31	2.01	15.62
SHARK FINS AND MEAT													
Chin Huat Chan Co., Pte., Ltd.....	--	--	--	--	.30	.67	--	--	--	--	.02	--	.99
Hai Sua Co.....	--	--	--	--	.05	--	.46	.02	--	.02	--	--	.55
Chin Joo Hong, Pte., Ltd....	--	--	--	--	--	.25	--	.05	--	--	--	--	.30
Teck Ann Co.....	--	--	--	--	--	--	--	.54	--	--	--	--	.54
K. J. Kim Co.....	--	--	--	--	--	--	--	--	1.25	--	--	--	1.25
Chop Soon Ann.....	--	--	--	--	--	--	--	--	.04	--	--	--	.04
Eng Thong On Co.....	--	--	--	--	--	.50	--	--	1.27	--	1.98	.98	4.73
Aik Eng Trading.....	--	--	--	--	--	--	--	--	.50	--	.47	--	.97
Kim Hing Co.....	--	--	--	--	--	--	--	--	--	--	.71	--	.71
Hak Huat Trading.....	--	--	--	--	--	--	--	--	--	--	5.00	--	5.00
Chye Seng Tannery.....	--	--	--	--	--	--	--	--	--	--	.92	--	.92
Leng Lee.....	--	--	--	--	--	--	--	--	--	--	.50	--	.50
Monthly total.....	--	--	--	--	.35	1.42	.46	.61	3.06	.02	9.60	.98	16.50
Fish supplied at Jurong fish port (shark meat only).....	51.72	80.85	81.52	88.92	96.49	91.69	96.34	111.59	127.87	133.15	99.19	107.42	1,166.75
Total.....	51.72	80.85	81.52	88.92	96.84	93.11	96.80	112.20	130.93	133.17	108.79	108.40	1,183.25

Continued--

Appendix Table 31.--Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971 (Cont'd)

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
-----Metric tons-----													
MACKEREL													
Tai Wei Co., Pte., Ltd.....	5.30	26.80	2.00	40.80	--	--	--	30.00	50.00	--	--	60.00	214.90
Monthly total.....	5.30	26.80	2.00	40.80	--	--	--	30.00	50.00	--	--	60.00	214.90
Fish supplied at Jurong fish port.....	276.29	330.04	369.23	328.58	389.25	496.60	1,007.09	452.07	350.85	359.21	326.34	334.61	5,020.16
Total.....	281.59	356.84	371.23	369.38	389.25	496.60	1,007.09	482.07	400.85	359.21	326.34	394.61	5,235.06
SQUID													
Hung Kang Restaurant, Ltd....	.01	--	--	--	--	--	--	.55	--	--	--	--	.56
Tai Wei Co., Pte., Ltd.....	--	14.97	--	--	--	--	--	9.99	19.87	--	9.99	--	54.82
Hong Kong Restaurant.....	--	--	.03	--	--	--	--	--	--	--	--	--	.03
Siang Huat Hung.....	--	--	--	10.00	--	--	--	--	--	--	--	--	10.00
Asia Fishing Industry Corp....	--	--	--	--	--	--	2.80	2.80	--	--	11.44	--	17.04
Tosca, Pte., Ltd.....	--	--	--	--	--	--	--	--	--	70.58	20.00	--	90.58
Monthly total.....	.01	14.97	.03	10.00	--	--	2.80	13.34	19.87	70.58	41.43	--	173.03
Fish supplied at Jurong fish port.....	71.25	138.82	135.09	112.84	152.53	189.03	236.24	378.25	296.86	185.36	128.36	254.63	2,452.29
Total.....	71.26	153.79	135.12	122.84	152.53	189.03	239.04	391.59	316.73	255.94	169.79	254.63	2,452.29
SPINY (ROCK) AND SPRINGTAIL (BULLDOZER OR SHOVELHEAD) LOBSTERS AND CRAYFISH													
Fitzpatrick's Food Supplies:	.68	--	--	--	--	--	.40	.23	.50	.50	.37	--	2.68
Malayan Refrigerating Co....	--	2.68	--	--	1.15	.89	--	1.04	1.04	1.70	--	2.68	11.18
Henry Tan.....	--	--	.36	--	--	--	--	--	--	--	--	--	.36
Cold Storage.....	--	--	--	1.52	--	1.04	.82	2.04	.51	9.33	--	--	15.26
Taiyo Fishery Co., Ltd.....	--	--	--	--	158.60	--	--	--	--	--	--	--	158.60
Ben & Co.....	--	--	--	--	.23	--	--	.34	--	--	--	.28	.85
Straits Fisheries.....	--	--	--	--	110.03	--	--	--	--	--	--	--	110.03
Soon Thye Breeding and Hatchery.....	--	--	--	--	--	--	--	--	--	.09	--	--	.09
Fairsea International.....	--	--	--	--	--	--	--	--	--	--	1.99	--	1.99
Ming Court Hotel.....	--	--	--	--	--	--	--	--	--	--	--	.10	.10
Monthly total.....	.68	2.68	.36	1.52	270.01	1.93	1.22	3.65	2.05	11.62	2.36	3.06	301.14
Fish supplied at Jurong fish port.....	11.79	27.31	19.38	20.51	16.53	15.28	12.48	36.32	10.08	13.36	10.09	13.58	206.71
Total.....	12.47	29.99	19.74	22.03	286.54	17.21	13.70	39.97	12.13	24.98	12.45	16.64	507.85

Continued--

Appendix Table 31.--Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971 (Cont'd)

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
FISH MEAT--UNSPECIFIED													
Koh Teck Hin.....	.05	--	--	--	--	--	--	--	--	--	--	--	.05
Lian Guan Hang.....	.15	--	--	--	--	--	--	--	--	15.00	--	--	15.15
Heng Kee Fishery Industry..	.19	.41	.56	1.56	.18	--	--	--	--	--	--	--	2.90
Kwang Yik Trading Co.....	5.39	--	.20	--	--	--	--	--	--	--	--	--	5.59
Lao Chin Tai Co.....	.07	--	.01	.03	--	--	.07	--	--	.24	--	--	.42
Chua Boon Leong.....	.10	--	--	--	--	--	--	--	--	--	--	--	.10
Hung Kang Restaurant.....	.11	--	--	--	--	--	--	--	--	--	--	--	.11
Ng Chye Mong.....	.90	--	.90	--	3.27	--	.90	.90	--	--	.90	--	7.77
Heap Seng & Co.....	--	.18	.18	--	1.25	--	--	--	--	--	2.25	--	3.86
Keng Hin Trading Co.....	--	1.35	1.52	2.32	1.35	--	4.04	--	4.76	--	1.08	2.64	19.06
Hong Kong Restaurant.....	--	.07	.03	--	--	--	--	--	--	--	--	--	.10
Siang Huat Hung.....	--	--	--	20.32	--	--	39.42	--	26.65	--	--	--	86.39
Koon Aik Co., Pte., Ltd.....	--	--	--	8.47	3.39	--	--	--	--	--	--	--	11.86
Hong Tye Hang, Pte., Ltd.....	--	--	--	.24	--	--	--	--	--	--	--	--	.24
Tong Lian Textile.....	--	--	--	9.80	--	--	--	--	--	--	--	--	9.80
Hekola Aquarium.....	--	--	--	.62	.34	1.12	2.92	1.19	--	--	--	--	6.19
Malayan Refrigerating Co.....	--	--	--	--	.46	--	--	--	--	--	--	--	.46
Chin Huat Chan Co., Pte., Ltd.....	--	--	--	--	--	--	--	--	--	--	--	--	--
Chye Seng Marine Products Co.....	--	--	--	--	1.34	--	--	.81	--	1.89	--	--	4.04
	--	--	--	--	1.20	--	1.92	3.77	.57	1.04	--	.30	8.80

Continued--

Appendix Table 31.--Selected processed and unprocessed fish imports, by months and firms, Singapore, 1971 (Cont'd)

Product/Importer	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
	Metric tons												
FISH MEAT--UNSPECIFIED													
Seng Hong & Co.....	--	--	--	--	.28	--	--	--	--	--	--	--	.28
Singapore Frozen Food Co....	--	--	--	--	.51	--	--	.20	.40	--	--	--	1.11
Pacific Foods.....	--	--	--	--	.20	--	--	.41	.71	3.05	--	--	4.37
Yong Siang Importers & Exporters.....	--	--	--	.01	.85	--	.11	.37	--	--	--	1.05	2.39
Hua Siang Co.....	--	--	--	--	--	--	3.02	--	--	--	--	.98	4.00
Chuan Huat.....	--	--	--	--	--	--	1.40	--	--	--	--	--	1.40
Tan Yong Joo.....	--	--	--	--	--	--	--	.70	--	--	--	--	.70
Straits Fisheries.....	--	--	--	--	--	--	--	182.09	--	--	--	--	182.09
Mock Siew Leng.....	--	--	--	--	--	--	--	.60	--	--	--	--	.60
Eng Siong Huat Co.....	--	--	--	--	--	--	--	1.70	--	--	--	--	1.70
Tiong Huat Fish Merchant...	--	--	--	--	--	--	--	--	1.34	2.89	3.63	1.66	9.52
Aik Eng Trading Co.....	--	--	--	--	--	--	--	--	1.40	--	--	--	1.40
Commercial Trading Co.....	--	--	--	--	--	--	--	--	--	1.50	--	--	1.50
San Seng.....	--	--	--	--	--	--	--	--	--	.57	--	.83	1.40
Liang Seng Co.....	--	--	--	--	--	--	--	--	--	--	5.95	5.96	11.91
Chop Thye Seng.....	--	--	--	--	--	--	--	--	--	--	--	6.10	6.10
Hock Huat Fish Merchant.....	--	--	--	--	--	--	--	--	--	--	--	.88	.88
Monthly total.....	6.96	2.01	3.40	43.37	14.62	1.12	53.80	192.74	35.83	26.18	13.81	20.40	414.24

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 32.--Selected processed fish exports, by months and firms, Singapore, 1971

Product/Exporter	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
SHRIMP AND PRAWN													
Fairsea International Lity & Co.	--	--	--	--	--	--	--	--	--	--	--	15.35	15.35
Malayan Frozen Food Sdn. Bhd.	--	--	--	--	--	--	--	--	--	--	--	10.41	10.41
Siong Heng Fish Merchant	--	--	--	--	--	--	--	--	--	--	--	4.76	4.76
Sin Aik Trading Co.	--	--	--	--	--	--	--	--	--	--	--	.55	.55
Sing Kwang Kee, Pte., Ltd.	--	--	--	--	--	--	--	--	--	--	8.60	--	8.60
Agip Indonesia Bhd. S'pore.	--	--	--	--	--	--	--	--	--	--	4.88	--	4.88
Angeline Aquarium	--	--	--	--	--	--	--	--	.07	.03	--	--	.03
Chip Chuan Trading Co.	--	--	--	--	--	--	--	--	9.96	--	--	--	.07
State Shipping Corp.	--	--	--	--	--	--	--	5.08	--	--	16.67	--	26.63
Chan Ching Trading Co.	--	--	--	--	--	--	--	.01	--	--	--	--	5.08
Asia Fishing Industry Corp. Pte., Ltd.	13.63	14.09	9.49	27.79	7.24	12.40	25.05	22.73	21.86	26.38	4.56	7.49	192.71
Cold Storage (M) Sdn. Bhd.	--	.06	.05	.05	.07	.09	.26	.42	.20	.24	7.53	.22	9.19
Singapore Frozen Food	3.71	6.14	29.30	15.26	16.88	15.67	27.30	27.62	27.99	16.22	32.23	7.46	225.78
Southseas Fishery	1.07	.01	22.41	25.28	33.07	18.80	5.18	2.72	4.10	3.00	--	.01	115.65
Ng Kiat Hoon	.12	.04	.04	.06	.28	.09	.06	.09	.21	--	.12	.18	1.29
Kasho Co., Ltd.	.51	--	--	--	--	--	--	--	--	--	--	--	.51
Malayan Refrigerating	.07	--	--	.02	.12	--	--	2.72	2.96	--	2.15	.05	8.09
Kee Guan Frozen Food Co.	--	6.86	4.09	.01	6.12	--	17.01	--	--	--	5.45	4.09	43.63
Straits Fisheries	--	3.90	.02	12.62	1.15	6.90	--	--	--	7.98	--	11.50	44.07
Hock Heng & Co.	--	34.29	5.08	5.08	4.07	10.16	10.16	5.08	11.18	5.08	10.16	11.18	111.52
Ben & Co.	--	.05	--	.04	.22	.35	.15	--	--	--	.33	.01	1.15
Central Air-Cargo	--	--	--	Neg. 1/	--	--	.05	--	--	--	--	--	.05
L. E. Tels Trading Co.	--	--	--	--	--	4.84	--	--	--	--	--	--	4.84
C. B. C. Co., Pte., Ltd.	--	--	--	.01	--	55.60	52.86	1.04	--	16.91	--	9.55	135.97
Daamhower & Co., Pte., Ltd.	--	--	--	--	.01	--	2.27	--	--	--	--	--	2.28
Ernest Kan	--	.01	--	--	--	--	--	--	--	--	--	--	.01
Fitzpatrick's	--	--	--	.01	--	--	--	--	--	--	--	--	.01
Ng Chin Seng	--	--	--	--	.02	--	--	.02	--	--	--	--	.04
Nakochi Trading Co.	--	--	--	--	.12	--	--	--	--	--	--	--	.12
Tai Yo Fishery Co., Ltd.	--	--	--	--	--	--	--	16.00	--	--	--	--	16.00
Monthly total	19.11	65.45	70.48	86.23	69.37	124.90	140.35	83.53	78.53	75.84	92.68	82.81	989.28

1/ Negligible.

Continued--

Appendix Table 32.--Selected processed fish exports, by months and firms, Singapore, 1971 (Cont'd)

Product/Exporter	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
-----Metric tons-----													
<u>RED SNAPPER</u>													
American Seafoods, Pte., Ltd.	--	7.71	--	--	--	--	--	--	--	--	--	--	7.71
Cold Storage.....	--	--	--	--	--	--	.02	--	.05	.06	.10	.03	.26
Ng Chin Seng.....	--	--	--	--	--	--	--	--	.03	.35	--	--	.38
Monthly total.....	--	7.71	--	--	--	--	.02	--	.08	.41	.10	.03	8.35
<u>SKIPJACK</u>													
Singapore Frozen Food Co., Ltd.....	.03	--	--	--	--	--	--	--	--	--	--	--	.03
Tan Yong Joo.....	--	--	--	--	--	--	13.72	--	--	--	--	--	13.72
Monthly total.....	.03	--	--	--	--	--	13.72	--	--	--	--	--	13.75
<u>SPANISH MACKEREL</u>													
Cold Storage.....	--	--	--	--	--	.01	--	--	--	--	--	--	.01
Monthly total.....	--	--	--	--	--	.01	--	--	--	--	--	--	.01
<u>THREADFIN "KURAU"</u>													
Cold Storage (M), Ltd.....	--	--	--	--	--	.08	.04	--	--	--	--	--	.12
Monthly total.....	--	--	--	--	--	.08	.04	--	--	--	--	--	.12
<u>SEA CUCUMBER</u>													
Choon Hong.....	--	--	--	--	--	.24	--	--	--	.37	.84	--	1.45
Chop Sing Long.....	--	--	--	--	--	--	.20	--	--	--	--	--	.20
Monthly total.....	--	--	--	--	--	.24	.20	--	--	.37	.84	--	1.65
<u>ABALONE</u>													
Ng Chye Mong.....	--	.07	.05	--	.04	.05	.07	.05	.01	.20	.01	--	.55
Nan Chiong.....	--	--	--	--	--	.15	.15	--	--	--	--	--	.30
Chop Thyo Seng.....	--	--	--	--	--	--	.01	--	.02	.30	--	--	.33
Ben & Co.....	--	--	--	--	--	--	--	--	.22	--	--	--	.22
Monthly total.....	--	.07	.05	--	.04	.20	.23	.05	.25	.50	.01	--	1.40

Continued--

Appendix Table 32.--Selected processed fish exports, by months and firms, Singapore, 1971 (Cont'd)

Product/Exporter	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
SHARK FINS AND MEAT													
Ng Chye Mong.....	.16	.31	.56	.18	.39	.51	.47	.51	.41	.79	.38	.76	5.43
State Shipping Corp.....	.08	--	.22	--	--	--	--	--	--	--	--	--	.30
Choo Kim Kee.....	--	--	--	--	--	--	--	--	--	--	.25	--	.25
Choon Hong.....	--	--	.24	.06	.48	.72	--	--	--	.12	.97	.38	2.97
Kim Kee Co.....	.18	--	.18	.36	.08	.06	.07	.09	--	--	--	--	1.02
Hiap Heng Chung.....	--	--	1.00	--	--	--	--	--	--	--	--	--	1.00
Nan Chiang.....	--	--	--	--	--	--	.06	--	--	--	--	--	.06
Chop Guan Seng.....	--	--	--	--	--	--	--	.36	--	--	--	--	.36
Monthly total.....	.42	.31	2.20	.60	.95	1.29	.60	.96	.41	.91	1.60	1.14	11.39
LOBSTER, CRAYFISH													
Cold Storage (M) Sdn. Bhd..	.20	.22	.02	.20	.41	.09	.28	.05	.71	.41	.15	.40	3.14
Ng Kiat Hoon.....	--	.02	--	--	.05	.12	.46	.12	1.34	.06	.06	.11	2.34
Singapore Frozen Food.....	--	.60	1.41	3.03	--	6.52	.21	2.16	12.69	9.79	9.30	--	45.71
Ng Chin Seng.....	--	--	--	--	.02	.03	.04	.04	.05	.02	.04	.19	.43
Taiyo Fishery Co., Ltd.....	--	--	--	--	4.00	--	--	7.64	3.27	--	--	--	14.91
Fitzpatrick's Food Supplies	--	.60	--	--	--	.01	--	--	--	--	--	--	.61
David Mohlef Organization..	--	--	--	--	--	--	--	2.09	--	--	11.60	--	2.09
C.B.C. Co., Pte., Ltd.....	--	--	--	--	--	13.47	1.91	9.67	--	--	--	--	36.65
Straits Fisheries.....	--	--	--	--	--	.02	--	--	--	--	--	--	.02
Ben & Co.....	--	--	--	--	--	--	--	--	--	--	--	1.10	1.10
Malayan Refrigerating.....	--	--	--	--	--	--	.13	--	--	.21	5.50	.10	5.94
Fairsea International.....	--	--	--	--	--	--	--	--	--	20.01	--	--	20.01
Monthly total.....	.20	1.44	1.43	3.23	4.48	20.26	3.03	21.77	18.06	30.50	26.65	1.90	132.95
CUTTLEFISH													
Siang Huat Heng.....	--	12.72	.67	.40	.60	1.27	--	--	2.97	--	10.12	--	28.75
Ng Chye Mong.....	--	.02	--	--	--	--	--	--	--	--	--	--	.02
Nam Cheong.....	--	--	.42	.30	--	--	--	--	--	--	--	--	.77
Malayan Refrigerating.....	--	--	.18	.02	--	.02	--	--	--	--	.08	--	.30
Ng Kiat Hoon.....	--	--	--	.06	--	.06	.18	.12	.18	--	.12	--	.72
Tai Wee Co.....	--	--	--	--	28.45	--	--	--	--	--	--	--	28.45
Ng Chin Seng.....	--	--	--	--	.02	.02	--	--	.23	--	.14	.84	1.25
Monthly total.....	--	12.74	1.32	.78	29.07	1.37	.18	.12	3.38	--	10.46	.84	60.26

Continued--

Appendix Table 32.--Selected processed fish exports, by months and firms, Singapore, 1971 (Cont'd)

Product/Exporter	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
-----Metric tons-----													
<u>OTHER MACKEREL</u>													
Cold Storage (M).....	--	--	.03	--	5.04	--	.04	.08	--	.04	.17	--	5.40
Malayan Refrigerating.....	--	--	.22	--	--	.07	--	--	--	--	33.18	.09	33.56
Nan Chiong Co.....	--	--	1.17	--	--	--	--	--	--	--	--	--	1.17
Ng Chin Seng.....	--	--	--	--	--	--	--	.03	.06	--	.04	--	.13
Monthly total.....	--	--	1.42	--	5.04	.07	.04	.11	.06	.04	33.39	.09	40.26
<u>SQUID</u>													
Hergly Fresh Food Supplies													
Co.....	.19	--	--	--	--	--	--	--	--	--	--	--	.19
Ng Kiat Hoon.....	.12	.04	.09	.16	.21	.12	.19	.09	.18	.12	.12	.32	1.76
Nan Chiong.....	--	--	--	.76	--	--	--	--	--	--	--	.37	1.13
Malayan Refrigerating.....	--	--	--	--	--	.02	--	--	--	--	--	--	.02
Ng Cing Seng.....	--	--	--	--	.02	.02	.09	.04	--	--	.03	.04	.24
Asia Fishery Industry Corp.	--	--	--	--	--	--	--	2.80	--	--	--	5.65	8.45
Cold Storage.....	--	--	--	--	--	--	--	.01	--	.01	.01	--	.03
Tosca, Pte., Ltd.....	--	--	--	--	--	--	--	.01	--	20.00	.01	--	20.01
Singapore Frozen Food.....	--	--	--	--	--	--	--	--	--	1.27	.89	.34	2.50
Monthly total.....	.31	.04	.09	.92	.23	.16	.28	2.94	.18	21.40	1.06	6.72	34.33

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 33.--Sources of selected processed fish imports, Singapore, 1971

Product/Country	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly : total
	Metric tons												
<u>SHRIMP AND PRAWN</u>													
Hong Kong.....	1.83	--	--	--	.01	--	--	37.93	27.62	14.98	32.44	--	1.84
East Malaysia.....	7.42	7.89	31.76	29.36	53.14	44.04	26.03	--	--	3.65	3.66	70.01	382.62
India.....	--	--	--	--	.91	--	--	--	--	--	--	--	8.22
Indonesia.....	--	--	--	--	--	Neg. 1/	--	9.66	3.03	--	--	7.11	19.80
U.K.....	--	--	--	.02	--	--	--	.06	--	--	.04	.02	.14
Brunei.....	--	3.03	13.20	9.13	12.28	14.37	6.47	.16	4.90	1.68	.84	5.93	71.99
Australia.....	--	--	--	--	--	--	.01	.05	--	--	.19	--	.25
Ceylon.....	--	--	--	--	--	--	--	--	--	--	12.52	--	12.52
W. Germany.....	--	--	--	--	--	--	--	--	--	--	.89	--	.89
													498.27
<u>SQUID</u>													
Hong Kong (Kowloon).....	.01	--	.03	--	--	--	--	.55	--	--	--	--	.59
Tsingto, China.....	--	14.97	--	10.00	--	--	--	9.99	19.87	--	9.99	--	64.82
Bangkok (Thailand).....	--	--	--	--	--	--	2.80	2.80	--	70.58	31.44	--	107.62
													173.03
<u>MACKEREL (ALL VARIETIES)</u>													
Indonesia.....	5.30	--	2.00	--	--	--	--	--	--	--	--	--	7.30
Tsingto, China.....	--	26.80	--	40.80	--	--	--	30.00	50.00	--	--	60.00	207.60
													214.90

1/ Negligible.

Continued--

Appendix Table 33.--Sources of selected processed fish imports, Singapore, 1971 (Cont'd)

Product/Country	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
<u>SEA CUCUMBER (BECHE-DE-MER)</u>													
Ceylon.....	--	--	--	--	.41	1.60	--	--	--	--	--	--	2.01
East Malaysia.....	--	--	--	--	--	--	--	--	--	.46	.33	--	.79
Papua.....	--	--	--	--	--	--	--	--	4.44	--	--	--	4.44
Indonesia, Makassar.....	--	--	--	--	--	--	--	--	2.36	--	3.98	2.01	8.35
Hong Kong.....	--	--	--	--	--	--	--	--	--	.03	--	--	.03
													15.62
<u>CUTTLEFISH</u>													
Tsingto, China.....	24.60	20.00	--	40.00	--	--	--	30.00	20.00	9.90	--	39.99	184.49
Thailand.....	--	--	--	--	.30	--	--	--	--	--	--	1.02	1.32
East Malaysia.....	--	--	--	--	--	--	--	--	--	.01	--	--	.01
													185.82
<u>SHARK FINS AND MEAT</u>													
East Malaysia.....	--	--	--	--	.35	--	--	.56	--	--	.22	--	1.13
Australia.....	--	--	--	--	--	--	--	.05	1.25	--	--	--	1.30
Ceylon.....	--	--	--	--	--	--	--	--	1.02	--	--	--	1.02
Indonesia, Makassar.....	--	--	--	--	--	--	--	--	.79	.02	1.63	.98	3.42
Pakistan.....	--	--	--	--	--	--	--	--	--	--	.50	--	.50
Aden.....	--	--	--	--	--	--	--	--	--	--	7.25	--	7.25
U.K.....	--	--	--	--	--	1.42	--	--	--	--	--	--	1.42
Thailand.....	--	--	--	--	--	--	.46	--	--	--	--	--	.46
													16.50
<u>ABALONE</u>													
Australia.....	--	.14	1.00	.89	3.25	--	.01	--	.57	--	5.05	.64	11.55

Continued--

Appendix Table 33.--Sources of selected processed fish imports, Singapore, 1971 (Cont'd)

Product/Country	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
<u>FISH MEAT--UNSPECIFIED</u>													
Hong Kong.....	.23	.07	.04	.03	--	--	3.09	--	--	.24	--	6.94	10.64
Indonesia.....	5.54	--	.20	9.81	.50	--	.25	4.99	--	20.23	9.59	1.52	55.37
West Malaysia.....	.19	.41	.56	.24	--	--	--	--	--	--	--	--	1.40
East Malaysia.....	--	--	--	2.18	4.40	1.12	6.10	4.76	1.68	5.71	--	3.20	29.15
Japan.....	.90	1.53	2.60	2.32	5.87	--	4.94	.90	4.76	--	4.22	2.64	30.68
Tsingto, China.....	--	--	--	20.32	--	--	39.42	--	26.65	--	--	--	86.39
Thailand.....	--	--	--	8.47	3.39	--	--	--	--	--	--	6.10	17.96
U.K.....	.10	--	--	--	.46	--	--	--	--	--	--	--	.56
USSR.....	--	--	--	--	--	--	--	182.09	--	--	--	--	182.09
													414.24
<u>THREADFIN (KURAU)</u>													
Indonesia.....	.60	--	--	--	--	--	--	8.15	18.56	22.77	1.00	.60	51.68
Sarawak, East Malaysia.....	--	--	--	--	--	.16	.53	.41	1.46	.80	.67	--	4.03
													55.71
<u>LOBSTER AND CRAYFISH</u>													
Australia.....	.68	.06	.36	1.52	1.15	1.93	1.22	3.65	2.05	.50	.37	.28	13.77
Thailand.....	--	.05	--	--	--	--	--	--	--	--	--	--	.05
New Zealand.....	--	2.57	--	--	--	--	--	--	--	1.12	--	2.68	6.37
USSR* (On transshipment only).....	--	--	--	--	268.63*	--	--	--	--	--	--	--	268.63
East Malaysia.....	--	--	--	--	--	--	--	--	--	10.00	--	--	10.00
Germany.....	--	--	--	--	--	--	--	--	--	--	--	.10	.10
Ceylon.....	--	--	--	--	.23	--	--	--	--	--	1.99	--	2.22
													301.14
<u>FRESHWATER EEL</u>													
Germany.....	--	--	--	--	--	--	--	--	--	--	--	.02	.02
Japan.....	--	.23	.23	--	--	--	--	--	--	--	.45	.07	.98
Holland.....	--	.08	--	--	--	--	--	--	--	--	.10	--	.18
													1.18

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 34.--Destinations of selected processed fish exports, Singapore, 1971

Product/Destination	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
-----Metric tons-----													
<u>SHRIMP AND PRAWN</u>													
Hong Kong.....	12.79	11.26	32.61	19.18	26.63	14.96	19.80	7.80	4.09	5.70	15.38	10.68	180.88
Japan.....	6.13	10.57	31.98	30.74	36.26	39.25	43.25	49.34	51.62	48.45	54.99	40.42	443.00
Christmas Island.....	.12	.04	.04	.08	.30	.09	.06	.11	.21	--	.12	.18	1.35
Indonesia.....	.07	.11	.05	.09	.29	.44	.42	.42	.20	.29	.56	.28	3.22
Australia.....	--	2.71	.70	17.85	Neg. 1/	2.25	--	17.90	.01	7.97	--	16.25	65.64
United Kingdom.....	--	34.29	5.08	9.41	4.07	10.16	22.27	5.08	14.14	5.08	14.72	11.18	135.48
Canada.....	--	.01	--	--	--	--	--	--	--	--	--	--	1.78
U.S.A.....	--	6.46	.02	8.88	1.69	57.74	46.25	1.11	8.26	8.35	6.91	3.26	148.93
Mahe, Seychelles.....	--	--	--	--	.11	--	--	--	--	--	--	--	.11
East Malaysia.....	--	--	--	--	.02	--	--	--	--	--	--	--	.02
W. Germany.....	--	--	--	--	--	.01	2.27	--	--	--	--	--	2.28
Holland.....	--	--	--	--	--	--	5.98	--	--	--	--	.55	6.53
France.....	--	--	--	--	--	--	.05	--	--	--	--	--	.05
Belgium.....	--	--	--	--	--	--	--	--	--	--	--	.01	.01
													989.28
<u>SHARK FINS AND MEAT</u>													
Japan.....	.08	--	1.23	--	--	--	--	--	--	--	--	--	1.31
Brunei.....	.07	--	.04	.09	.02	.06	.06	.03	--	.14	.02	--	.53
East Malaysia.....	.27	.31	.70	.45	.45	.51	.54	.57	.41	.66	.60	.76	6.23
Hong Kong.....	--	--	.24	.06	.48	.72	--	.36	--	.11	.97	.38	3.32
													11.39
<u>FISH MEAT--UNSPECIFIED</u>													
Brunei.....	9.01	11.21	9.19	6.93	6.71	11.47	10.82	14.45	24.87	13.40	21.93	7.15	147.14
East Malaysia.....	26.15	47.22	2.61	9.03	13.98	251.01	13.73	26.08	26.03	16.99	55.35	56.69	544.87
Christmas Island.....	.18	.03	.02	.23	.26	.42	.26	.25	.40	.11	.21	.24	2.61
India.....	--	--	.01	--	--	--	--	--	--	--	--	--	.01
Japan.....	--	--	7.69	--	--	--	--	--	--	--	--	--	7.69
U.S.A.....	--	--	--	--	--	.09	--	--	--	--	--	--	.09
													702.41

1/ Negligible.

Continued--

Appendix Table 34.--Destinations of selected processed fish exports, Singapore, 1971 (Cont'd)

Product/Destination	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
LOBSTER AND CRAYFISH													
Bangkok (Thailand).....	.20	.20	--	.18	--	.09	.18	--	.16	--	.01	.10	1.12
Christmas Island.....	--	.02	--	--	.08	.15	.32	.16	.30	.08	6.50	.15	7.76
Indonesia (Java Sea).....	--	.62	.02	.02	.40	--	.10	.05	.31	.04	--	--	1.56
U.S.A.	--	.60	1.41	3.03	--	14.76	2.12	11.74	4.02	29.90	3.40	--	70.98
Japan (Yokohama).....	--	--	--	--	4.00	5.25	.15	.02	--	--	--	--	9.42
Brunei.....	--	--	--	--	--	.01	--	--	--	--	--	--	.01
Australia.....	--	--	--	--	--	--	.02	--	--	--	.03	1.15	1.20
East Malaysia.....	--	--	--	--	--	--	.14	--	--	.21	16.71	--	17.06
Canada.....	--	--	--	--	--	--	--	9.80	13.27	.27	--	.50	23.84
													132.95
SQUID													
Christmas Island.....	.12	.04	.09	.16	.23	.16	.28	.13	.18	.12	.15	.41	2.07
East Malaysia.....	.19	--	--	--	--	--	--	2.80	--	--	--	5.98	8.97
Brunei.....	--	--	--	.76	--	--	--	--	--	1.27	.89	.33	3.25
Indonesia.....	--	--	--	--	--	--	--	.01	--	.01	.02	--	.04
Japan.....	--	--	--	--	--	--	--	--	--	20.00	--	--	20.00
													34.33
CUTTLEFISH													
East Malaysia.....	--	10.52	.67	.40	.60	--	--	--	2.96	--	10.12	--	25.27
Brunei.....	--	2.22	.47	.30	--	1.27	--	--	--	--	--	--	4.26
Pakistan.....	--	--	.18	--	--	--	--	--	--	--	--	--	.18
Christmas Island.....	--	--	--	.08	.02	.10	.18	.12	.42	--	.34	.84	2.10
Hong Kong.....	--	--	--	--	28.45	--	--	--	--	--	--	--	28.45
													60.26

Continued--

Appendix Table 34.--Destinations of selected processed fish exports, Singapore, 1971 (Cont'd)

Product/Destination	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Metric tons													
<u>RED SNAPPER</u>													
U.S.A.....	--	7.71	--	--	--	--	--	--	--	--	--	--	7.71
Indonesia.....	--	--	--	--	--	--	.02	--	.05	--	--	--	.07
Christmas Island.....	--	--	--	--	--	--	--	--	.03	.41	.10	.03	.57
													8.35
<u>ABALONE</u>													
East Malaysia.....	--	.07	.05	--	.04	.05	.01	.05	.25	.50	.01	--	1.03
Brunei.....	--	--	--	--	--	.15	.15	--	--	--	--	--	.30
Taiwan.....	--	--	--	--	--	--	.07	--	.25	--	--	--	.07
													1.40
<u>MACKEREL</u>													
Brunei.....	--	--	.41	.76	--	--	--	--	--	--	--	--	1.17
Christmas Island.....	--	--	.21	.01	--	--	--	--	--	--	.03	.09	.34
Indonesia.....	--	--	--	--	--	.01	.04	.06	--	.04	.14	--	.29
													1.80
<u>THREADFIN</u>													
East Malaysia.....	--	--	--	--	--	.05	--	--	--	--	--	--	.05
Indonesia.....	--	--	--	--	--	.03	.04	--	--	--	--	--	.07
													.12
<u>SEA CUCUMBER</u>													
Hong Kong.....	--	--	--	--	--	.44	--	--	--	.37	.84	--	1.65
													1.65

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 35.--Value of selected unprocessed fish imports at Jurong fish market by months, Singapore, 1971

Name of fish	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
Singapore dollars--Thousands													
Horse mackerel.....	96.00	147.00	127.66	122.23	123.14	127.46	88.00	118.36	120.40	135.40	157.71	138.82	1,502.18
Spanish mackerel.....	223.70	266.58	329.20	265.23	261.00	298.57	809.29	376.24	294.93	287.89	233.14	304.91	3,950.68
Snapper.....	69.38	74.84	77.09	82.85	60.94	59.55	43.55	33.66	48.25	45.85	44.83	58.01	698.80
Threadfin.....	110.41	121.24	154.96	111.84	148.30	123.89	92.53	165.93	250.33	365.54	233.92	231.88	2,110.77
Mackerel.....	125.79	154.11	149.85	116.37	188.51	269.08	780.14	221.02	129.49	104.63	112.42	149.97	2,501.38
Red snapper.....	113.82	145.47	144.72	161.04	133.94	122.73	303.66	106.80	111.03	116.09	109.41	140.56	1,709.27
Lizard fish.....	23.96	21.99	20.69	13.08	14.44	13.89	11.88	14.14	15.21	18.76	22.21	21.46	211.71
Shark.....	27.37	36.10	35.05	29.41	30.31	27.29	23.90	29.52	33.83	33.02	31.16	44.41	381.37
PRAWN*													
Large prawn.....	188.64	219.55	125.25	104.00	158.36	145.45	174.11	238.73	271.26	332.15	256.38	229.83	2,443.71
Medium prawn.....	553.72	444.16	446.81	633.83	1,258.27	537.44	1,048.33	671.13	667.86	713.73	622.49	759.97	8,357.74
Small prawn.....	339.57	401.34	308.96	252.52	415.28	435.01	888.88	396.89	416.75	477.22	443.10	524.00	5,299.52
Crayfish.....	11.98	28.16	19.60	8.03	20.97	20.43	15.84	29.15	16.74	19.60	15.05	23.84	229.39
Lobster.....	13.09	21.99	16.67	24.73	5.32	5.43	2.10	6.60	3.19	2.08	5.66	6.98	113.84
Squid.....	116.64	221.18	169.77	143.66	211.86	256.30	328.13	475.34	319.08	199.22	227.11	365.43	3,033.72
Snapper.....	61.02	56.61	72.74	68.75	75.16	80.42	77.56	61.83	84.57	72.52	73.42	79.85	864.45
Outtlefish.....	36.87	52.02	45.51	38.19	49.27	50.97	51.73	30.97	50.42	44.76	401.43	55.72	907.86
Subtotal.....	2,111.96	2,412.34	2,244.53	2,175.76	3,155.07	2,573.91	4,739.63	2,976.31	2,833.34	2,968.46	2,989.44	3,135.64	34,316.39
Other.....	2,244.55	2,319.99	2,405.36	2,775.97	2,556.59	2,881.68	4,617.12	3,275.32	2,868.43	2,473.75	2,393.99	2,435.78	33,248.53
Total.....	4,356.51	4,732.33	4,649.89	4,951.73	5,711.66	5,455.59	9,356.75	6,251.63	5,701.77	5,442.21	5,383.43	5,571.42	67,564.92

*Note: For import

Big - 8-25 fresh prawn with heads/kati (i.e., 6-19 fresh prawn with heads/lb.)

Medium - 26-50 fresh prawn with heads/kati (i.e., 20-38 fresh prawn with heads/lb.)

Small - Above 51 fresh prawn with heads/kati (i.e., above 39 fresh prawn with heads/lb.)

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 36.--Volume and value of unprocessed red snapper imports, Jurong fish market, Singapore, 1971

Month	Volume (British tons)	Value (Singapore dollars--Thousands)
January.....	116.81	113.82
February.....	137.44	145.47
March.....	162.54	144.72
April.....	208.38	161.04
May.....	153.33	133.94
June.....	130.45	122.73
July.....	301.13	303.66
August.....	111.53	106.80
September.....	124.70	111.03
October.....	132.89	116.09
November.....	118.41	109.41
December.....	137.15	140.56
Total.....	1,834.76	1,709.27

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 37.--Value of imports of fish products received at Singapore port locations other than Jurong, by months, 1971

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
	-----Singapore dollars-----												
Shrimp and prawn.....	38,482	46,329	133,378	101,982	226,570	136,619	97,093	144,457	125,218	114,297	268,485	236,585	1,669,495
Abalone.....	--	911	6,851	7,480	23,719	--	--	41	5,209	--	35,782	8,069	88,062
Freshwater eel.....	--	3,911	3,100	--	--	--	--	--	--	--	6,882	2,630	16,523
Cuttlefish.....	12,750	10,140	--	20,320	1,050	--	--	--	10,200	3,360	--	22,644	80,464
Threadfin.....	6,516	--	--	--	--	660	1,691	6,786	18,553	27,064	3,005	900	65,175
Sea cucumber.....	--	--	--	--	1,149	8,438	--	--	5,824	1,348	1,387	332	18,478
Shark fins and meat.....	--	--	--	--	1,539	1,829	255	586	17,809	50	52,453	1,052	75,573
Mackerel.....	4,240	19,023	1,600	29,017	--	--	--	22,860	38,100	--	--	45,804	160,644
Squid.....	190	7,589	441	5,100	--	--	5,919	8,052	10,093	97,336	59,829	--	194,549
Lobsters and crayfish.....	10,588	24,505	138,959	118,995	5,174	28,076	14,555	41,416	26,201	18,857	24,171	42,008	493,505
Total.....	72,766	112,408	284,329	282,894	259,201	175,622	119,513	224,198	257,207	262,312	451,994	360,024	2,862,468

Source: Singapore Government Inward-Outward Declarations.

Appendix Table 38.--Value of selected processed fish exports, by months, Singapore, 1971

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Yearly total
	Singapore dollars												
Shrimp and prawn.....	100,307	262,245	454,087	543,713	458,725	856,622	977,603	576,114	597,818	600,521	786,051	525,772	6,739,578
Shark fins and meat.....	5,560	4,010	15,440	7,700	8,540	10,480	11,640	10,850	5,400	12,870	16,680	12,042	121,212
Lobster and crayfish.....	104,747	272,942	469,253	593,913	13,288	207,708	25,726	201,662	191,854	336,964	270,889	34,342	2,723,288
Cuttlefish.....	--	10,463	1,312	1,192	28,928	966	260	190	1,880	--	3,498	390	49,079
Red snapper.....	--	63,691	--	--	--	--	65	--	185	125	370	110	64,546
Skipjack.....	60	--	--	--	--	--	6,570	--	--	--	--	--	6,630
Spanish mackerel.....	--	--	--	--	--	37	--	--	--	--	--	--	37
Threadfin (Kurai).....	--	--	--	--	--	394	320	--	--	--	--	--	714
Sea cucumber (Beche-de-mer)	--	--	--	--	--	800	700	--	--	1,200	2,800	--	5,500
Abalone.....	--	425	220	--	270	436	1,460	250	2,009	240	90	--	5,400
Other mackerel.....	--	--	1,594	--	594	131	114	291	100	114	763	140	3,841
Squid.....	483	460	--	1,084	370	178	280	2,380	340	46,540	2,050	7,501	61,666
Total.....	211,157	614,236	941,906	1,147,602	510,715	1,077,752	1,024,738	791,737	799,586	998,574	1,083,191	580,297	9,781,491

Source: Singapore Government Inward-Outward Declarations.

新加坡魚商總會會員名表

APPENDIX TABLE 39 - SINGAPORE FISH MERCHANTS GENERAL ASSOCIATION

11-14, JURONG FISHING PORT, JALAN TEPONG SINGAPORE 22.

電話：六五〇〇五一

TEL: 650051

(MEMBERSHIP)

門牌 Lot No.	商號名稱 Name of Chop	代表人 Proxy	入口證號碼 I. L. No.	電話 Tel. No.	門牌 Lot No.	商號名稱 Name of Chop	代表人 Proxy	入口證號碼 I. L. No.	電話 Tel. No.
19/20	協發 Hiap Huat	謝亞覺 Mr. Seah Ah Kak	014		66	中源 Tong Guan	陳新泰 Mr. Tan Shin Choon	001	650459
21/22	慶發魚業公司 Keng Huat Fish	張礎獅 Mr. Teo Phong Sai	028	651692	69/70	程內成 Thia Piah Seng	程內林 Mr. Thia Piah Lim	046	650506
23/24	義祥合記 Ngee Siang Hak Kee	康保永 Mr. Kng Poh Eng	031	650646	71/72	泉發 Chuan Huat	陳清吉 Mr. Tan Cheng Kiat	012	650652
25/26	莊源洲 Chng Guan Chew	莊敬喜 Mr. Cheng Keng Hee	030	651605	73	錦源 (合聯) Kim Guan (Hup Ling.)	陳內清 Mr. Tan Pia Cheng	017	650050
27/28	陳聯興公司 Tan Liang Heng & Co.,	陳維德 Mr. Tan Jooi Teck	022	651694	74	有通魚業公司 Woo Thong Fishery Co.,	黃銳藩 Mr. Ng Juay Phuang	015	650059
29	義發合記 Gee Huat Hak Kee	張坤昇 Mr. Teo Koon Seng	027	650342	75	泉興 Chua Heng	洪宗德 Mr. Ang Chong Teck	016	650846
29	慶興魚業公司 Kheng Heng & Co.,	薛慶彬 Mr. See Kheng Ping	034	650052	76	光益貿易公司 Kwang Yak Trading Co.,	李喜溪 Mr. Lee Ee Kor	007	650460
30	利合魚行 Lee Hak Fish Merchant	周利源 Mr. Tjioe Lee Guan	010	650338	77/78	福美魚業公司 Hock Bee F. L. Co.,	陳清輝 Mr. Tan Chong Ting	033	651603
31/32	南豐海產公司 Nan Hong Marine Produce Co.	陳炳潮 Mr. Tan Peng Tiaw	057	651775	79	南順新記公司 Nan Soon Sin Kee Co.,	林汗松 Mr. Lim Hung Song	036	651746
33	利豐魚業 Lee Hong Fishery	劉廷洽 Mr. Low Theng Chiap	063	650751	80	怡興 Chop Ee Heng	陳錫泉 Mr. Tan Siak Chua	040	650450
34	逢興魚行 Hong Heng	陳瑞標 Mr. Tan Swee Phio	050	651114	81	聯合 Lean Hup Fisheries	陳木標 Mr. Tan Bak Phiau	043	650351
35	聯盛公司 Liang Seng Co.,	蔡起德 Mr. Chua Kei Teck	026	650336	82	吉成兄弟魚業公司 Kat Seng Bro. Fishery	莊玉麟 Mr. Cheng Geik Ling	005	650058
36	創成 Chop Churn Seng	文乃明 Mr. Boon Nai Meng	061	651779	83	中興 Tong Heng	許英福 Mr. Koh Eng Hock	004	650505
37/38	新源發 Sin Guan Huat	彭文服 Mr. Peh Boon Hock	021	651770	84	興記 Heng Kee	林鴻才 Mr. Lim Hong Chye	019	650349
39/40	明記公司 Meng Kee Co.,	郭緒業 Mr. Kuek Soo Ngip	023	651604	85	合興魚業公司 Hup Heng F. M. Co.,	蔡錫祺 Mr. Chua Seah Kee	058	650441
41	廣發海產公司 Kwang Huat Marine Produce Co.	洪明成 Mr. Ang Meng Gee	024	651693	86	同源 Tong Guan	陳福基 Mr. Tan Hock Kee	020	650647
42	益泉公司 Khoon Chua & Co.,	陳應木 Mr. Tan Eng Bak	054	650053	87	麗發 Hong Huat Fish Merchant	陳廷興 Mr. Tan Yang Heng	018	651684
43	中發 Tiong Huat	林文恭 Mr. Lim Boon Kiong	003	651105	88	福發 Hock Huat Fish Merchant	郭梓松 Mr. Quek Cheer Song	002	650942
44	海盛魚行 Hai Seng	鄭炳成 Mr. Tay Peng Seng	009	650431	89	海豐 Hai Hong	黃昆謀 Mr. Ng Khoon Mong	006	651685
45	新大陸 Sin Tai Lak F.M.	陳先明 Mr. Tan Soy Meng	025	650242	90	海成魚行公司 Hai Seng & Co.,	陳銳強 Mr. Tan Juay Khian	037	651773
45	海發魚行 Hai Huat F.M.	洪鎮桂 Mr. Ang Teng Fwee	042	—	91	嘉發松記 Kah Huat Song Kee	陳細奴 Mr. Tan Soi Noi	035	650515
46	協盛魚行 Hiap Seng F.M.	陳樹若 Mr. Tan Soo Jiat	029	650231	92	集豐合記 Chip Hong Hak Kee	陳鶴光 Mr. Tan Hok Kwang	044	650517
47	海泉魚行 Chop Hai Chua	鄭元德 Mr. Khuan Guan Teck	038	650235	93	宏盛發記 Hong Seng Huat Kee	林梓垂 Mr. Lim Chee Swee	049	651774
48	炳成魚行 Peng Seng	蔡瑞德 Mr. Chua Swee Teck	059	650458	94	和記 Chop Hwa Kee	蔡若坤 Mr. Chua Siak Koon	065	650649
49	再盛魚行 Chye Seng Fish Dealer	李先揚 Mr. Lee Soy Yang	039	650339	95	來興俊記魚行 Lai Heng Tsoong Kee	吳俊森 Mr. Goh Choon Sian	060	650346
50	再成海產公司 Chye Seng Marine Produce Co.	郭書興 Mr. Quek Seer Heng	011	651018	96	萬興隆 Buang Heng Long	薛如松 Mr. Seet Joo Song	051	651752
51	豐發 Hong Huat	蔡亞鵠 Mr. Chua Ah Gor	053	650469	97	誠發魚行 Seng Huat Fish Merchant	黃亞祝 Mr. Wee Ah Cheok	008	650937
52	華祥公司 Hua Siang Co.,	林展勸 Mr. Lim Tian Khoong	052	650518	98	中央魚場加工廠 Central Fish P. F.	洪亞芋 Mr. Ang Ah Our	082	651042
53	順發公司 Soon Huat & Co.,	蘇錦懷 Mr. Soh Kim Huai	064	650337					
54	南春成記 Nan Choon Seng Kee	吳欽洲 Mr. Goh Khim Chew	041	651768					
55	益安魚行 Chop Yak Ann	王揚波 Mr. Heng Yang Poh	048	650341					
56	祥發魚行 Siang Huat Fish Agents	高豪儀 Mr. Kok How Ngee	055	74586					
57	聯發公司 Liang Huat & Co.,	郭鶴鳴 Mr. Quek Hok Meng	045	650513					
58	益盛興 Aik Seng Heng	王思林 Mr. Heng Ser Lim	056	651762					
59/60	德隆炳記 Teck Long Peng Kee	劉炳書 Mr. Low Peng Cher	062	650347					
61/62	余紹福 Er Seow Hock	余美桂 Mr. Er Mui Kwee	047	650651					
63/64	成豐公司 Seng Hong & Co.,	白春輝 Mr. Peh Choon Hui	032	650236					
65	易美魚行 Aik Mui Fish Merchant	黃偉明 Mr. Ng Wee Ming	013	651008					

APPENDIX D.--EXCERPTS FROM "BUSINESS GUIDE TO SINGAPORE,"
PREPARED BY THE CHARTERED BANK, REPUBLIC OF SINGAPORE,
SEPTEMBER 1, 1971

FOREWORD

The Government of the Republic of Singapore has in recent years implemented a number of measures designed to stimulate the future growth of Singapore as an industrial and financial centre. Many new enterprises have already been successfully established, and there is an ever increasing flow of business visitors to the Republic, and enquiries from banks and businessmen overseas, all of whom wish to learn more of the opportunities for business and investment which the Republic offers.

The Chartered Bank, which has been established here for over one hundred years and is proud of the contribution it has been able to make to Singapore's economic prosperity, feels this to be an opportune moment to produce a booklet to provide background information and a general guide to those investigating the economic, investment, and business climate of the Republic at the present time.

The booklet to which this is a foreword is by no means exhaustive, our intention being to provide a basis upon which further enquiries can be made. Copies of this publication will be distributed to branches of The Chartered Bank. The Standard Bank Limited and our Associates, subsidiaries, and banking correspondents throughout the world. We welcome any enquiries which may be made and will be pleased to provide more detailed information when required.

T. M. Attwood,
Manager,
The Chartered Bank,
Singapore

1st September 1971

PIONEER STATUS

To encourage the establishment of factories producing items not already manufactured, the Government has instituted a scheme whereby pioneer certificates are issued to certain companies. Pioneer status is granted to those industries manufacturing commodities not already available in Singapore or inadequate for local requirements or which are produced primarily for export. The principal privilege to which these concerns become entitled is exemption from company income tax.

Full details of the privileges offered to companies granted pioneer status are incorporated in the Economic Expansion Incentives (Relief from Income Tax) Act, 1967, and its Amendment Act of 1970. The tax relief period of a pioneer enterprise commences from the date of commencement of commercial production and continues for a period of 5 years. Pioneer status is only granted to industries which have incurred or are intending to incur fixed capital expenditure (excluding the cost of factory land and, unless approved by the Minister, second-hand plant and machinery) of not less than one million dollars.

Pioneer industries must allow for the deduction of depreciation allowances in computing their tax-exempt profits. However, pioneer industries which:

- (a) incur fixed capital expenditure of not less than one thousand million dollars, or
- (b) not less than one hundred and fifty million dollars but less than one thousand million dollars, and:
 - (i) more than 50% of the paid up capital is held by persons permanently resident in Singapore; and
 - (ii) in the opinion of the Minister, the pioneer enterprise will promote or enhance the economic or technological development of Singapore,

are given the advantage of postponing claims for capital allowances until the pioneer period of tax relief period has expired.

Dividends received from pioneer enterprises and export enterprises are exempt from income tax. However, such tax exemption will not be granted in the case of preference shares.

The Economic Expansion Incentives (Relief from Income Tax) Act, 1967, also provides tax relief to enterprises which expand and modernize through the increase of investment in productive equipment. To be entitled to claim this relief, an enterprise must incur new capital expenditure exceeding ten million dollars. The term "new capital expenditure" means expenditure

incurred by a company in the purchase of productive equipment intended to increase its production or profitability. The tax relief period of an expanding enterprise continues for such period as the Minister may determine, but not exceeding 5 years, from its expansion day. The nature of the relief is a straightforward exemption of the excess of the post-expansion income over pre-expansion income. The Act also provides for the exemption from income tax of dividends received from expanding enterprises, although again the exemption does not extend to preference shares.

INCENTIVES FOR FOREIGN INVESTORS

There is no restriction on the amount of capital that may be imported into Singapore or on the remittance of profits and repatriation of capital in the currency of the original investments. Non-residents with external accounts may remit their deposits at any time without restriction.

There are also no restrictions on the remittance of interest earned by non-residents on accounts with Singapore banks. This interest is not liable to tax. Double taxation relief arrangements have been concluded with several countries including Malaysia, Japan, the United Kingdom, Australia, Denmark, Sweden and Norway while negotiations are in progress with the United States and West Germany. There is no double taxation of company tax and tax on dividends. Company tax will be deducted in calculating the tax on dividends. The following taxes are not applicable in Singapore:

- a. turnover or sales tax
- b. capital gains tax
- c. development tax
- d. surtax on imports

The concessionary rate of 12% property tax is applicable on premises erected in areas designated for urban redevelopment. In addition, during the period of construction, there will be a waiver of property tax for a period of six months plus an additional month for every story of the building to be erected.

IMPORT INCENTIVES

Part IV of the Economic Expansion Incentives (Relief from Income Tax) Act, 1967, provides tax incentives for export-orientated enterprises with a view to accelerating their growth and expansion. To qualify for incentives under this part of the Act an enterprise must satisfy certain conditions, e.g., export sales must amount to:

- (a) not less than 20 percent of the value of total sales, and
- (b) not less than one hundred thousand dollars.

The tax relief period of an export enterprise which is not a pioneer enterprise will commence from its "export year," and continue for a period of 5 years. Where the export enterprise is also a pioneer enterprise, the combined tax relief period will extend in the aggregate to 8 years.

In the case of export enterprises incurring fixed capital expenditures of:

- (a) not less than one thousand million dollars, or
- (b) not less than one hundred and fifty million dollars but less than one thousand million dollars, and
 - (i) more than 50 percent of the paid up capital is held by persons permanently resident in Singapore; and
 - (ii) in the opinion of the Minister the pioneer enterprise will promote or enhance the economic or technological developments of Singapore,

the tax relief period commences from the export year and continues for a period of 15 years. If a manufacturing company has already been granted pioneer status and qualifies for completely tax-free operations for 5 years, then the 15 year period will include the period of tax relief as a pioneer enterprise, irrespective of whether the export year falls within the pioneer period or after that pioneer period.

Profits earned from the export of approved products are effectively taxed at a concessionary rate of 4 percent, which is one-tenth of the normal company tax rate.

An Export Promotion Centre has been established to assist export-orientated manufacturers in channelling their products to the right markets at the right time and advising them upon tariffs, standards and specifications, quota restrictions and other allied matters in potential export markets.

IMPORT REGULATIONS

The Imports and Exports Department of the Ministry of Finance has jurisdiction in matters pertaining to imports. No import license or quota restrictions exist for the majority of goods. However, for statistical purposes, all goods imported into Singapore must be registered and declared. Further, in order to protect local industry, import licenses are required for certain goods such as poultry meat, hides and skins, plants, sterilized fertilizers of animal origin, rice in whatever form, livestock, certain pharmaceutical products, locks, padlocks and other base metal fittings, rubber tyres and inner tubes, plywood, arms, ammunition, motor vehicles for the transportation of goods, buses, fresh fruits, human hair, and diamonds, gold and other jewelry.

An import license when required is valid from one to six months from date of issue, within which time the goods covered should have been exported from their country of origin. Reasonable extensions are generally granted by the Controller of Imports and Exports. Goods which arrive not covered by a license when required are not confiscated, nor are fines imposed, if a license is obtained after arrival. Imports from Rhodesia and South Africa are prohibited, whilst imports from Albania, Cuba, Czechoslovakia, East Germany, North Vietnam, People's Republic of China and The People's Republic of Mongolia are subject to special import licensing.

Payment for Imports

The Foreign Exchange Control Department of the Ministry of Finance has jurisdiction in matters of foreign exchange. Every import license guarantees the necessary foreign exchange for the merchandise it covers. Foreign exchange is granted automatically for merchandise not requiring a license.

There are no restrictions regarding the manner of payment for imports. There is, however, a time restriction of six months usance for drafts drawn under documentary letters of credit; this does not apply to drafts sent forward on a collection basis. If there is an unusual delay in the remittance of payment for an import, the Controller of Foreign Exchange may call for documentary evidence of that import.

It is customary for drawees to pay sight drafts or accept time drafts only upon arrival of merchandise. Importers may remit payments in advance for goods imported from outside the Scheduled Territories only with the prior approval of the Controller of Foreign Exchange. No prior approval is required if the goods are en route to Singapore, even though they have not arrived at the time the remittance is effected. Documentary letters of credit for permitted imports may be opened without prior approval of the Controller of Foreign Exchange provided that reimbursement is to be effected only after shipments have been made. When imports require an import license and advance payments are demanded, the authorities will give their decision on both points at the same time.

There are no restrictions regarding the payment in U.S. dollars for merchandise originating in or shipped from countries not within the Scheduled Territories. There is no maximum rate of interest in connection with collections.

Customs Procedure

Customs and excise duty is payable only on such items of goods imported into or manufactured in Singapore as are specified in the Customs Duties Order, 1969. Such goods are specified in The Singapore Trade Classification and Customs Tariff 1968 which is based on the Brussels Tariff Nomenclature.

Imported goods may remain on the Singapore Port Authority Wharf free of charge for three days. Thereafter storage charges are incurred. Goods not cleared within three weeks are liable to be sold by public auction.

Reexports

Generally, goods in transit or being reexported through Singapore do not require a license and need not be cleared through customs. For goods under quotas a reexport license (as well as routine customs checks), may be required.

Loans and Overdrafts

The permission of the Exchange Control must be obtained before any loans (whether by way of advance or overdraft) are granted or Treasury Bills or Securities are lent by persons resident in Singapore to bodies corporate resident in the Scheduled Territories which are by any means controlled (whether directly or indirectly) by persons resident outside the Scheduled Territories.

Generally, the Exchange Control permission is granted within the following guide lines:--

- (a) Singapore incorporated companies which have been granted pioneer certificates by the Economic Development Board or which have been certified by the Control as carrying on manufacturing business may borrow up to 150 percent of their paid up capital provided that the total credit facilities in favour of the companies do not exceed 150 percent of their paid up capital.
- (b) Singapore registered companies which are engaged in trading business may borrow up to 50 percent of their paid up capital or "working funds" in Singapore provided that the total credit facilities in favour of the companies do not exceed 50 percent of either their paid up capital or "working funds."

REQUIREMENTS FOR THE ESTABLISHMENT OF BUSINESS ORGANIZATIONS

Generally speaking, all types of businesses may operate in Singapore but certain businesses have to apply for special licenses, e.g., Banks and Insurance companies must obtain a license from the Minister of Finance before commencing operations. Similarly, businesses which intend to go into the manufacture of goods such as toilet soap, hair cream, matches, razor blades, motor vehicles, bicycles, air conditioners, refrigerators, pens, cigarettes and many other items must obtain a special license.

The bulk of dealings is in the industrials section which has the largest number of counters listed.

Each year there have been several new companies listed and whilst there are ample underwriting facilities available, most recent issues have been by private placement through one or more share brokering firm.

There are no fixed account periods or settlement days but instead payment falls due for purchases when the relevant share scrip is received in the purchasing broker's office; whilst in the case of sales, payment is made on the day following delivery to the broker.

The Stock Exchange has for sale useful publications for interested industrialists and investors. These include a listing Manual, an annual Handbook of Company Reports and Monthly Gazettes, which are also available in bound form containing the previous year's issues.

Terms and Conditions of Banking Business

The following minimum charges are levied in accordance with the regulations of the Association of Banks in Malaysia-Singapore.

Bills of Exchange Inwards

No Commission is charged on Bills drawn under the Bank's own Irrevocable Letters of Credit.

The undernoted minimum charges are applied to all Inward Bills (both in Local and Foreign Currencies) as defined. (See explanatory footnote).

(a) On Bills for Collection

On amounts up to \$4000 or the equivalent in other currencies	1/4%	Min. \$5
On amounts from \$4000 to \$8000	\$10	
On amounts over \$8000	1/8%	
In addition postage is charged at the rate of 50 cents on each bill.		

(b) On Advance Bills

The charge is one half of that made on Bills for Collection except that an additional charge for postage is made at the rate of 50 cents on bills under \$1,000 or the equivalent in other currencies. No charge is made for any single bill exceeding \$10,000 or the equivalent in other currencies. In the case of advance bills when equivalent charges have been

collected from the drawers, as is the usual practice of the Eastern Exchange Banks in the United Kingdom, the bank's local charges are generally waived.

(c) Delivery Free of Payment

Where documents are received by the bank from any source outside Singapore and Malaysia with instructions to deliver free of any payment a handling charge of 1/16 percent, minimum \$5 is made. This may be collected either from the despatching party or the consignee.

Bills for Collection are those in which the bank has no financial interest and acts as a collecting agent only.

Advance Bills are those in which an advance has been made for account of the collecting Bank by any of its own Offices or Correspondents in places outside Singapore and Malaysia.

Bills of Exchange Outwards

The following charges are levied on Documentary and clean Merchant Bills forwarded to places outside Singapore and Malaysia.

(a) Bills in Foreign Currencies Purchased

A charge of \$2 for commission is deducted from each Documentary bill under the equivalent of S\$1000. No commission is charged on bills of \$1000 and over.

(b) Bills in Local Currency Purchased

Interest is charged from the date of the bill to the approximate date of arrival of the remittance at not less than the rate laid down by the Association of Banks, except where such bills are negotiated to the debit of a Correspondent's local dollar account with the bank.

(c) An acceptance charge of 1/6 percent per month or part thereof is levied on all usance bills drawn under Correspondents' Letters of Credit where reimbursement at maturity is made to the debit of the Correspondent's Singapore dollar account. In addition, interest at the prevailing rate for clean advances is charged from the date of the bill until maturity.

Bills in Foreign Currencies or in Singapore Dollars sent for collection

Commission is charged at the following rates and is collected from either the drawer or the drawees. On amounts up to \$4000 or the equivalent in other currencies

1/4%	Minimum	\$ 5
On amounts of \$4000 up to \$8000 ...	... ..	\$10
On amounts over \$8000 ...	... 1/8%	

In addition the full cost for postage is charged irrespective of whether bills are purchased or sent for collection.

Commercial Letters of Credit

The following rates of commission are charged on Irrevocable Letters of Credit or Authorities whether or not without recourse to drawers. 1/8% of 1% on the amount of the Letter of Credit for each month (or part thereof) of validity of the credit with a minimum of 1/4% (but not less than \$10 per credit).

Irrevocable Revolving Letters of Credit

Commission is charged at the time the revolving credit is opened in accordance with the scale of charges laid down for commercial credits. In addition, if subsequently total drawings exceed the face value of the letter of credit (by reason of its revolving nature) the total charge payable is calculated upon the total amount of the drawings.

Bank Guarantees

The following minimum charges are made in connection with Bank guarantees.

1/8% Commission on the amount of the Guarantee with a minimum charge of \$5 made at the time of issue.

The bank will not issue guarantees exceeding one year, with the exception of guarantees for Government, Army, Navy and R.A.F. works-contracts, in which case the relative guarantee would expire not later than six months after the date of the original contract period as stated in the Letter of Guarantee. Commission on such guarantees is charged at the time of issue at the rate of 1/8% per annum with a minimum of \$5.

Shipping Guarantees in the absence of Bills of Lading:--No charge is made where the Bank issues its guarantees in respect of bills relating to its own Letters of Credit, or where the bank handles the relative documentary bill, otherwise the charge is 1/8% of the invoice amount with a minimum of \$5. A Margin may be taken in the bank's discretion.

INTEREST ON ADVANCES

The agreed minimum rates of interest for Singapore dollar advances as prescribed by the Association of Banks are:--

	Minimum
Advances to Government and Public Authorities, against Government and/or Municipal Securities and advances against local agricultural produce by way of pledge	7 1/2%
Other advances	8%

INTEREST ON DEPOSITS

The agreed rates for deposits are as follows:--

Savings Accounts	...	...	...	3 1/2%	per annum
Fixed Deposits	1 month	(Min. \$25,000)		3%	" "
Fixed Deposits	3 months		...	5 1/2%	" "
"	"	6 months	...	5 3/4%	" "
"	"	9 "	...	6%	" "
"	"	12 "	...	6%	" "
Medium Term					
Fixed Deposits	18 months			6.125%	per annum
"	"	24 "	...	6.25%	" "
"	"	30 "	...	6.375%	" "
"	"	36 "	...	6.75%	" "

In addition, The Chartered Bank's wholly owned subsidiary The Chartered Finance Company, Ltd., is able to offer extremely competitive rates for short and medium term deposits. Quotations are available on enquiry.

CURRENCY AND EXCHANGE RATES

Singapore has been a member of the International Monetary Fund since August 1966 and on November 9, 1968 the Republic moved to Article 8 status. This obliges the Republic to maintain the convertibility of its currency. One of the determining factors which led the Government to take this important step was that Singapore's official external reserves at the beginning of November 1968 stood at \$1,942 million reflecting an improvement of \$487 million over the previous year. This move adds to the attraction of Singapore as a country with a sound financial base and a strong currency. On March 13, 1967 Parliament passed the Currency Act to provide for the establishing of the Board of Commissioners of Currency, Singapore, and the National Currency of Singapore. Under statutory regulations no fiduciary issue is permitted and the Singapore dollar is fully backed by gold, sterling and other foreign assets. In terms of the Currency Act, 1967 the Currency Board will make a charge of one cent for the issue of redemption of every Singapore dollar against sterling. On this basis the effective rates at which the Board will operate are:

Buying \$7.2735 Selling \$7.4203 to 1 lb. sterling being 1% below and above the agreed par value \$7.34686380 which is the maximum permitted under I.M.F. rules.

A two-tier system is employed for the quotation of units of foreign currency to the Singapore dollar depending on whether the local value of the foreign currency exceeds one local dollar and vice versa.

For your guidance the approximate equivalents, which are of course subject to fluctuation, are appended.

One Unit of Foreign Currency

Singapore Dollars

U.S.	\$1	=	\$3.058
Can.	\$1	=	\$3.017
Aust.	\$1	=	\$3.452
N.Z.	\$1	=	\$3.462

100 Units of Foreign Currency

Singapore Dollars

Swiss Francs	=	\$ 75.862
French Francs	=	55.715
Deutsche Marks	=	86.79
Pakistan Rupees	=	64.735
Indian Rupees	=	41.085
Thailand Baht	=	14.43
Malaysian Dollars	=	100.00
Brunei Dollars	=	100.00
Hong Kong Dollars	=	50.765

Rates for these and other currencies are determined daily on the basis of the latest rates prevailing on the international foreign exchange markets.

The Singapore Dollar which is divided into one hundred cents is now widely expressed locally and in international monetary markets in its official abbreviated form, namely: S\$. Its par value in terms of gold is

1 Singapore dollar = 0.290299 grammes of fine gold

Notes and Coins in General Circulation

Notes	Coins
S\$1	1 cent
5	5 cents
10	10 cents
50	20 cents
100	50 cents
1000	1 dollar

Under existing interchangeability arrangements the Board of Commissioners of Currency, Singapore, the Bank Negara Malaysia and the Brunei Currency Board have agreed upon a system of free interchangeability of their respective currencies to facilitate economic cooperation and trade relations.

It is therefore possible for travelers between the three countries to use any of the three currencies which will be accepted at par in any of the three countries.

SECURITY

Purchase or Sales of Shares

Purchase and sale orders received from its customers are effected by the Bank through firms of share brokers.

The scale of brokerage charged is:--

Under	50 cents	--	1/2 cent per share
At or over	50 "	--	1 cent
" " "	\$1.00	--	1 1/4 cents
" " "	\$1.50	--	1 1/2 "
" " "	\$2.00	--	2 "
" " "	\$2.50	--	2 1/2 "
" " "	\$3.00	--	3 "
" " "	\$3.50	--	3 1/2 "
" " "	\$4.00	--	4 "
" " "	\$4.50	--	4 1/2 "
" " "	\$5.00	--	1% of contract price

In addition to brokerage, stamp duty is also payable on contracts at the rate of \$1/-per every \$1,000/- of the consideration, or part thereof.

Safe Custody of Securities

The Bank provides its customers with full services, i.e., safe-keeping of securities, collection and delivery from and to brokers of share scrip relating to purchases or sales, collection of dividends mandated to the Bank, nominee company facilities, etc.

The Bank, in accordance with the regulations of the Association of Banks, levies its charges and commission according to the following scale:--

- (1) On stocks, shares, bonds etc., whether held in safe custody or as security for an overdraft:--
 - (a) A service charge of \$1 per annum per 'holding' payable in advance. A 'holding' being shares or stock in one company irrespective of the number of certificates involved:

(b)	On withdrawal of scrip according to the last known quotations	1/8% of market value
	Minimum	\$2.50
	per holding withdrawal charge	
	Maximum	\$1000.00
(c)	On receiving scrip from brokers against payment	\$ 2.50
(d)	Accepting or delivering scrip against or without payment and not otherwise subject to charge	\$ 2.50
(e)	For registration in client's name	\$ 2.50
(f)	For registration in the name of the Bank's nominee company	1/4% of market value
	Minimum charge	\$ 5.00
	per holding	
	Maximum	\$1000.00
(g)	For collection of dividend warrants mandated to the Bank	75 cents plus exchange where applicable
(h)	For dividend claims	1%
	Minimum charge	\$ 2.50
(i)	For issuing certificates of securities held, the first two issued in each year are free and each succeeding one to be charged in accordance with the work involved.	
	Minimum	\$ 5.00
(j)	For conversion of shares, exchange for new certificates, payment of calls, etc.	\$ 2.50 each item
(k)	For handling new issues	\$ 1.00 per application
(l)	For handling new issues in the Bank's nominee name	\$ 2.50 per application
(2)	On Title Deeds or Leases, Boxes, Packages, Wills, Insurance Policies and other documents, whether valued or not, or whether sealed or not:	
	--On each item for each year of deposit or any part thereof	\$ 10.00 maximum
		(payable in advance)

